

# MICHAEL “MITCH” SUZUKI

[michael.suzuki.2024@anderson.ucla.edu](mailto:michael.suzuki.2024@anderson.ucla.edu) | (908) 499-8798 | [www.linkedin.com/in/mitchsuzuki24](http://www.linkedin.com/in/mitchsuzuki24) | U.S. Citizen

## Business and Data Analyst

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Impactful Business and Data Analyst and MS Business Analytics candidate at UCLA Anderson. Over four years of analytics experience in technology and consulting industries, including start-up environments. Findings and recommendations have led to outcomes including a 100% increase in monthly recurring revenue and 50% decrease in monthly churn percentage.

## TECHNICAL SKILLS

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**Programing:** SQL, Python, (NumPy, Pandas, SciPy, Matplotlib, Seaborn, Scikit-learn), R  
**Software:** Google Data Studio, Alteryx, Tableau, Microsoft Excel, Word, PowerPoint  
**Competitions:** Altyerx SoCal Datathon (Round 2)

## PROFESSIONAL EXPERIENCE

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### CLOUDKITCHENS – Ghost Kitchen Logistics

Los Angeles, CA

#### *Strategy & Planning Associate*

Oct 2021 – Feb 2023

- Developed a targeted customer strategy for the sales team by analyzing previous clients' data, **increasing Monthly Recurring Revenue by 100%** and **reducing monthly churn by 50%**
- Visualized a Google Data Studio dashboard for the Onboarding team to identify bottlenecks and monitor progress to accelerate platform activation, **reducing Time-to-Money by 40%**
- Presented analysis and delivered recommendations to team leads and executives during monthly and weekly business reviews

### DUFF AND PHELPS – Valuation Consultancy

Century City, CA

#### *Analyst*

Apr 2019 – Oct 2021

- Performed fair value evaluation of property, plant & equipment (PPE) assets in **Excel** for 350-megawatt (MW) hydropower portfolio of 20 dams, including site visits and onsite data gathering
- Performed valuation on restaurant chain portfolio of 30 stores including calculating economic obsolescence when the asset value exceeded store earnings
- Manipulated and reconciled large data sets to accounting ledgers and balance sheets

### KLICKLY – Payment Technology Platform

Santa Monica, CA

#### *Growth and Data Intern*

Aug 2018 – Nov 2018

- Developed **Excel** growth projection model to identify under-marketed high-performing products, **increasing monthly revenue by 10%**

### CS ENERGY – Engineering, Procurement and Construction Company

Edison, NJ

#### *Business Development and Field Engineer Intern*

Summer 2015, 2016, 2017

- **Managed two solar projects:** 4 MW in preconstruction phase and 10 MW construction phase
- Submitted and won six utility-scale solar proposals for New York State valued at \$20M each
- Identified optimal land opportunities by analyzing power purchase pricing for New York State, land acreage, topology, and description (e.g., farmland) with overlay of solar strength

## EDUCATION

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### UCLA ANDERSON SCHOOL OF MANAGEMENT

Expected Dec 2024

#### *Master of Science in Business Analytics (MSBA)*

- *Honors:* UCLA Anderson Merit Fellowship Recipient
- *Coursework:* Machine Learning for Decision Making, Statistical Foundations for Analytics, SQL Data Management

### UNIVERSITY OF SOUTHERN CALIFORNIA

Aug 2014 - Dec 2018

#### *Bachelor of Science in Industrial and Systems Engineering, Minor in Business Finance*

- *Coursework:* Principles of Systems Engineering, Engineering Project Management
- *Certifications:* Udemy Accounting & Financial Statement Analysis, Cornell Real Estate Certification