# Jacob Nygård

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## Experience

**Business Analyst, Merchant Finance & Treasury** Feb 2026 – present

Adyen

- Run day-to-day finance operations in the Payouts team, helping make sure merchants are paid accurately and on time.
- Drive improvement projects across the payout flow, from problem framing through implementation.
- Build smart automations that remove recurring manual work from operational processes.

**Junior Sales Operations Assistant** Jul 2024 – Jun 2025

Sakura Finetek Europe

- Introduced an Excel margin calculation module, giving management a systematic view of deal profitability and enabling more data-driven pricing decisions.
- Implemented structural changes to the CRM system, essential for enhancing forecasting and analytics capabilities.
- Developed a Sales Wiki with Microsoft Loop, organizing knowledge on deal configuration and quotation processes in an intuitive and user friendly package.

**Sales Operations Intern** Nov 2023 – Jun 2024

Sakura Finetek Europe

- Built an advanced Excel deal configurator, improving user experience; cut quote-building time by ~20% and reduced error rate by ~25%.
- Collaborated in redesigning the quoting and contract framework to streamline operations and improve efficiency.
- Published biweekly data auditing reports for 50+ sales reps, improving oversight and influencing 2-5% of pipeline.
- Delivered up to 3 on-demand Excel solutions weekly within hours, preventing delays in deal submissions.
- Developed comprehensive training materials for sales reps on CRM system workflows, facilitating better adoption and proficiency.

**Private Mathematics and Economics Tutor** May 2021 – Oct 2023

MentorNorge

- Tutored 4 high-school/university students in Economics & Math, achieving 100% five-star ratings and helping students exceed academic targets.

**Research Assistant** Feb 2022 – Jul 2022

University of Groningen

- Managed data collection and performed transformations using Python/Excel for analysis-ready datasets.
- Authored a 10-page methodological literature review on occupational vulnerability metrics, shaping research design and refinement.

## Education

**MSc in Business Information Management** Aug 2024 – Aug 2025

Rotterdam School of Management

Big Data and Business Analytics, Business Architecture and Transformation, Designing Business Applications, Information Strategy, Digital Energy Transition.

**BSc in International Business** Aug 2020 – Aug 2023

University of Groningen

Statistics I and II, International Strategic Management, Marketing, Financial and Management Accounting, Information Systems Management, Finance and Risk Management.

**Exchange semester** Apr 2023 – Aug 2023

University of Tokyo

Programming in R, Intermediate Macroeconomics, Economic Policy Analysis, Institutional Analysis of the Japanese Economy, Japanese Literature.

## Skills

Excel (VBA, Pivot, Macros), Python, R, SQL, Tableau, Process automation, Statistical modeling, Data visualization, GenAI tools

## Languages

English (native), Norwegian (native), Dutch (beginner)