

NOSHIN (IRA) RAHMAN

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Open to relocation in the Northeast

SUMMARY

Revenue and sales ops professional with 4+ years driving pipeline analytics, compensation design, and GTM reporting across \$450M+ portfolios. Skilled in Power BI, Salesforce, SQL, and Python. M.S. Business Analytics, Baruch College (2026).

EXPERIENCE

Sales Operations and Analytics Consultant

May 2025 – May 2026

Keller Williams, Wheelock Team

New York City, NY

- Audited CRM and workflow tools (Follow Up Boss, LeadEngage, Airtable) to identify automation solutions to streamline lead tracking and reporting, projected to reduce manual editing by 80%.
- Assessed API and Zapier integration opportunities for an Excel-based CTE tracker, enabling centralized data flow and reducing manual updates across teams.

Sales Planning Analyst

Jan 2024 – Nov 2024

Japan Tobacco International Inc.

Teaneck, NJ

Role relocated to North Carolina and offered me the opportunity to move; I chose to remain in the Northeast.

- Owned end-to-end sales compensation modeling for the entire JTI U.S. sales team, designing incentive structures and translating attainment data into monthly and quarterly payouts.
- Built and maintained Oracle, SAP, Excel, and Power BI-based dashboards tracking pipeline performance, account productivity, and quarterly target KPIs for 50+ sales representatives and sales leadership.
- Developed executive-facing performance dashboards in Power BI, Excel, and SQL, consolidating pricing, volume, and GTM expansion metrics across 10,000+ accounts, informing national sales strategy.

Revenue and Sales Analyst

Jun 2022 – Jan 2024

Republic National Distributing Company

New Orleans, LA

- Delivered revenue, pipeline, and performance analytics across a \$450M sales portfolio (Jack Daniel's, Hendrick's Gin), partnering with leadership on strategic planning and territory decision-making for national accounts including Walmart and Costco.
- Built centralized dashboards integrating Salesforce, Excel, and MicroStrategy data, enabling self-service visibility into pipeline health, customer segmentation, and volume metrics for 120+ sales reps.
- Conducted deep-dive analyses using SQL to query a large sales dataset on performance variances and conversion drivers, identifying factors behind 7–12% revenue growth and \$1–3M in incremental monthly sales.

Financial Intelligence Summer Analyst

May 2021 – Aug 2021

Hancock Whitney Bank

New Orleans, LA

- Audited 70+ high-risk client accounts to identify anomalies and compliance gaps under AML/BSA guidelines.

PROJECTS

Membership and Sponsorship Analysis | New York City, NY | Manhattan Chamber of Commerce June 2026 - Current

- Developing dashboards and actionable insights reports analyzing member engagement and business trends.

Academic Projects (Github):

Jan 2025 – May 2025

- Financial Database (SQL, MySQL): Designed BCNF schema + MySQL portfolio benchmarking queries.
- Global Minimum Wage Analysis (Python): Pandas + SQLite + Matplotlib global comparative wage visuals.

EDUCATION

M.S. Business Analytics (Evening Program – Part-time) | Baruch College | New York City | 3.73 Jan 2025 – Dec 2026

B.S. Economics | Tulane University | New Orleans, LA

Aug 2018 – May 2022

SKILLS & INTERESTS

Certifications: Power BI PL-300, Salesforce Associate

Tools: Salesforce, Excel (Advanced), Power BI, SQL, Power Query, MicroStrategy, Python, Tableau, SAP, Oracle

Domains: Sales Operations Analytics, CRM Data Reporting, Incentive Compensation Design, Sales Compensation Analysis, Pipeline & Forecasting Support, Process Optimization & Automation, GTM reporting, Revenue Operations

Interests: running, meditation, gaming, exploring new analytics tools and methods