

# SIMON BAAS

Malmö | Sweden

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**Graduating Spring 2026** - Junior IT consultant with **2 years of part-to-full-time experience** in C-level B2B sales, software development, and digital solution design. I'm now looking to move further into IT consulting, working at the intersection between clients and technical development teams to design solutions that align with both technical constraints and business goals; making complex systems understandable and actionable for both clients and developers.

## EDUCATION

### Lund University

Bachelor of Science in Informatics (Design of Information Systems)

GPA: 4.0 / 4.0

*Lund, Sweden*

*08/2023-06/2026*

- **Relevant Coursework:** System Architecture, Database Systems (SQL), Enterprise Architecture, Programming (C#/Java).
- **Honors & Awards:** Best Java Project (2023), Invited Student Speaker for Freshman Cohort on Employability (2025).

### National University of Singapore

Undergraduate Exchange Semester

- **Relevant Coursework:** Programming for Business Analytics in Python, Supply Chain Management, Predictive Analytics

*Singapore*

*08/2025-12/2025*

## PROFESSIONAL EXPERIENCE

### Accenture

**Business Analyst Intern** – Accenture Technology

- I was part of the **data migration team** responsible for harmonizing financial and material master data across systems during an SAP S/4HANA transformation for a **Fortune Global 500** retail client.
- My responsibilities included designing and executing ETL pipelines using **SAP Data Services (BODS)**, **MSSQL**, and **Python** to migrate and validate data into **SAP S/4HANA** in accordance with defined business and process rules. The solution processed over 500.000 records with a 100% client acceptance rate.
- I collaborated closely with a senior data migration lead on an enterprise-scale SAP delivery. I gained hands-on experience with IT consulting best practices, SAP implementation standards, and large-team coordination across business and technical stakeholders, including client communication, solution design, and the development of reusable migration components.

*Malmö, Sweden*

*06/2025*

### Lunicore Student Consulting

**IT Consultant & Business Developer** – Data Analytics & AI

- I personally owned the full sales and delivery lifecycle of **14 closed B2B IT consulting projects** across retail, manufacturing, and life sciences, generating **1.6M SEK** in new revenue and making the Data & AI vertical the firm's top-performing unit in FY25.
- Acted as the primary client engagement lead, managing **C-suite relationships** and leading strategic conversations on Data & AI implementation across all deals. I acted as interim **project manager** for **agile teams** of 3–4 consultants, achieving a 94% average customer satisfaction score.
- I restructured and **led a six-person sales team**, mentoring junior members and implementing outreach and pipeline processes that booked 300+ meetings, created 120 RFPs and closed 50 B2B clients through a mix of inbound, outbound, and event-driven channels.
- Co-led the recruitment and onboarding of 10+ consultants and managers, supporting a headcount increase of 8% aligned with project demand. Organized cross-faculty case evenings to strengthen the Data & AI talent pipeline across local universities

*Lund, Sweden*

*03/2024-06/2025*

#### Project Delivery as IT Consultant:

- I built a predictive **Power BI** dashboard for Delvator AB with 10+ daily users, directly boosting aftermarket revenue by 7% via proactive service outreach in the first 3 months.
- Developed a backend API for SSF's national web app using **Python**, and **MSSQL**, deployed via **Azure WebApps**. Led stakeholder communication in an agile team of 3, ensuring user needs were translated into technical requirements and models. Application serves 100+ daily users after Go-Live.

### Lund University

**Data Analyst Intern** – Department of Informatics

- I built dashboards and databases to store and visualize research data using **Power BI**, **MSSQL**, and **Excel**.

*Lund, Sweden*

*10/2023-03/2024*

## CERTIFICATIONS, SKILLS & FURTHER EDUCATION

**Bachelor's degree in education from Malmö University (2019)** – strengthened my communication, instructional design, and facilitation skills used in client advisory roles.

**Certifications:** Microsoft Azure DP-900, AZ-900, Google Project Management, McKinsey Forward Program

**Technical Skills:** Python, Java, C#/.NET, MSSQL/SQL, Power BI, Excel (Advanced), SAP S/4HANA, SAP BODS