

Seth Kyriakidis

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WORK EXPERIENCE

M Science

New York, NY

Equity Research Associate – Software

Mar 2023 – Present

- Led development of 10+ data-driven investment products, driving billions in client AUM decisions; partnered with product and engineering to launch 27 new data features, increasing platform adoption by 33% among top-tier hedge fund and other institutional investment clients
- Led coverage on 9 SMID-cap public software companies; authoring research reports, building forecasting models with alternative data, and maintaining operating models
- Contributed to quarterly product roadmap planning by synthesizing client feedback and market trends from institutional investor interactions, directly influencing prioritization of 4 high-impact features that improved client retention by 20%
- Managed feature development lifecycle using Jira, creating and prioritizing 30+ user stories and epics based on stakeholder input and data insights; improved cross-functional team velocity through streamlined backlog grooming and sprint planning
- Advised internal teams on integrating key alternative data sources (clickstream, email receipt, credit card), enabling faster feature iteration and new use cases across research verticals
- Acted as liaison between research and engineering to align technical implementation with market needs, resulting in a 3-week reduction in feature delivery time and a 15% boost in client usage of newly released tools

Equity Research Associate – Consumer Electronics and Semiconductors

July 2022 – Mar 2023

- Spearheaded fundamental and alternative data research coverage on 5 leading consumer electronics and semiconductor companies, driving insights for institutional investment decisions
- Developed and deployed end-to-end analytical models and dashboards for both internal stakeholders and external buy-side clients, enhancing research productivity and client engagement
- Leveraged advanced machine learning regression techniques to automate and scale KPI forecasting, improving forecast accuracy and efficiency across multiple company models
- Led client-facing discussions and resolved complex technical inquiries on forecasting methodology and data engineering, earning recognition for thought leadership and technical clarity
- Authored high-impact investment reports integrating alternative data signals, with forecast accuracy regularly outperforming consensus and company-issued guidance

Beghou Consulting

New York, NY

Associate Consultant – Data Consulting for Pharma and Biotech

June 2021 – July 2022

- Advised clients on optimal data strategy by creating data pipelines to minimize data storage costs for drug and bio-tech marketing
- Generated weekly sales and marketing reports to identify value-optimizing end-customers and segments by aggregating large prescription data sets (100mm+ observations) into pipelines for four Fortune 100 clients
- Used PySpark and Databricks to create ETL pipelines that transform raw sales and marketing data into processed data for databases
- Used SQL to create comprehensive and dynamic data tables for weekly client reporting by pulling and joining data of interest
- Leveraged Power BI and Tableau to create 37 dynamic individual sales, marketing, and financial reports

Novice to Expert Learning (NovEx)

Nashville, TN

Product Management Intern – EdTech Startup

June 2020 – December 2020

- Wrangled raw clickstream data from 200+ users to R-based data frames to improve healthcare-education start-up's suggested nursing curriculum progression; optimized for course difficulty and predicted unique student learning behaviors
- Worked cross-functionally with educators, engineers, and designers to develop a suggested nursing curriculum, aligning user needs with technical feasibility to deliver a pilot-ready product
- Articulated findings in culminating presentation to management and BoD; software engineers implemented changes in start-up curriculum in December, meaningfully reducing med-errors made by students in NovEx simulations

TECHNICAL SKILLS AND CERTIFICATIONS

Languages/Tools: Python, SQL, R, Excel, Tableau, Power BI, PySpark, Databricks, and Redshift

Product Tools: Jira, Agile/Scrum, Roadmapping, Backlog Management

Certifications: IBM Data Science Certification, Databricks Data Engineering Professional Certification

EDUCATION AND ADDITIONAL

Columbia University – Columbia College

Graduated May 2021

B.A., Statistics and Psychology

New York, NY

- **Research Publication:** Chasing the Dragon: Analyzing Determinants of Chinese FDI in Sub-Saharan Africa, Michigan Foreign Policy
- **Awards:** Academic All-American, Academic Achievement Award (academics & research)
- **Athletic Experience:** NCAA Division I Swimmer (Competed at national/international championships, 100-Butterfly and 50-Freestyle)
- **Interests:** Rock Climbing, Competitive Chess Player, Jazz Musician (bass guitar and saxophone), English Premier League, Football Manager