

Andre Hassan Wilson

Revenue operations and analytics. I build the data models, pipelines, dashboards and financial models that operating teams and investors use to make decisions. The projects in this portfolio run in production or are documented working systems, across property data in Kenya, a private equity partnership, CRM analytics and financial modelling.

CORE SKILLS

Area	Tools and methods
Data modelling and SQL	PostgreSQL, Prisma schemas (114-model production database), deduplication, entity resolution
Pipelines and ETL	Scheduled ingestion, scraping, API extraction (Zoho, Google), incremental loads, CI data-quality checks
Analysis and statistics	Indexes, medians and confidence intervals, weighted scoring models, sensitivity analysis
BI and reporting	KPI and metric design, live CRM dashboards, attribution, Power BI, Tableau, Excel
Programming	SQL, Python, TypeScript and Node.js
Finance	Cash-flow and feasibility models, double-entry ledgers, unit economics, reconciliation

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Portfolio version 20 October 2026. Client names are withheld where agreements require it. Live links were checked on 20 October 2026.

AT A GLANCE

#	Project	Domain	Status
1	Kenya property data platform and pricing index	Real estate data	Live, public
2	Asset grading and market-check engine	Scoring and statistics	Live, demo login
3	Private equity document registry and knowledge graph	Data modelling, data quality	Private, method shown
4	Weekly multi-source data pipeline	ETL	Private, method shown
5	Sanctions and politically exposed person screening	Data matching, compliance analytics	Private, method shown
6	Critical-minerals market research and pipeline screen	Market analysis	Private, method shown
7	Investor portal with KPI reporting	Postgres, access control, KPIs	Will show on request
8	Live CRM revenue dashboard and attribution	BI, CRM analytics	Client-gated, rebuild available
9	Frontier markets data-source catalog and search	Data catalog, search	Will show on request
10	Finance ledger and KPI scoreboard	Financial data modelling	Live, internal
11	Development feasibility and unit-economics models	Financial modelling	Reports available

1. Kenya property data platform and pricing index

Karibu (karibuhome.world) | Built at Provecta Group | [Live: karibuhome.world/online-pricing-index](https://karibuhome.world/online-pricing-index)

Problem. Kenya has no public register of property sale prices, so buyers, especially those abroad, cannot tell whether a price is fair.

What I built. A pipeline that scrapes and ingests listings, normalises them into canonical properties, removes duplicates, enriches them with spatial data, and publishes an asking-price index.

- Data model: raw ingest, listing, canonical property with H3 hexagon indexing and recorded match decisions, in a PostgreSQL database of 114 models.
- Deduplication: 645 listings processed, 93 flagged as duplicates.
- Spatial enrichment: 2,199 geographic features and 407 area signals across 84 places, from OpenStreetMap, Google Open Buildings and regulator sources.
- Public index of 422 asking prices from 6 sources, labelled as asking prices, not sale prices.
- Licence matching against 703 records from the estate-agent register (Kenya Gazette).
- Ten scheduled jobs keep the data fresh.

PostgreSQL

Prisma

ETL

Scraping

Geospatial (H3)

Deduplication

TypeScript

2. Asset grading and market-check engine

Karibu | [Live: karibuhome.world/pricing](#), reports behind a demo login

Problem. Investors need a consistent, explainable view of whether a property and its price stack up.

What I built. A deterministic five-dimension weighted grading model and a market check that compares an asking price with the local median and its confidence interval.

- Example output: a Westlands asking-price median of KES 10.1M across 83 listings, with the subject price placed against the interval.
- Same inputs always give the same grade, so every score can be traced back to its components.
- Fed a product rate card and API pricing tiers.

Scoring models

Descriptive statistics

Confidence intervals

SQL

Pricing analysis

3. Private equity document registry and knowledge graph

Frontier-market private equity partnership (infrastructure and critical minerals) | Managing Partner, East Africa | [Private repository](#). Method and schema can be shown with sample rows redacted

Problem. Partners across four countries worked from scattered files, chats and emails, with no single source of truth for deals, organisations and decisions.

What I built. A typed registry that classifies every document and extracts entities into a cross-referenced catalog, with automated quality checks.

- 552 documents catalogued and 270 entities typed across seven classes (deals, organisations, people, licences, events, topics, vehicles).
- Continuous integration rejects any change where the stored registry does not match a fresh rebuild.
- Retrieval accuracy test: 19 of 25 on the first run, 25 of 25 after fixes, with a clean rebuild changing zero files.

Data modelling

Entity resolution

Data quality

Node.js

YAML and JSONL

GitHub Actions

4. Weekly multi-source data pipeline

Private equity partnership | [Private](#). Architecture diagram available

What I built. A scheduled pipeline that runs every Monday at 06:00. It pulls new material from Google Drive, Gmail and messaging exports, loads it into the document set, rebuilds the registry, runs validation and commits the result.

- Sources at build time: 160 Drive documents, 35 email threads and 3 group chats.
- Incremental loads with OAuth-authenticated Google APIs and a full validation pass on every run.

ETL

Scheduling

Google APIs

Incremental loads

Validation

5. Sanctions and politically exposed person screening

Private equity partnership | Private. Blank methodology template available

What I did. Screened deal counterparties against government sanctions lists in three rounds, covering more than 55 named subjects.

- Sources: US OFAC SDN and consolidated lists, UK OFSI, EU financial sanctions file and UN list, processed as bulk CSV and XML.
- Each screen records the date of every list used and every source that failed, so the coverage limits are visible to decision-makers.

Data matching

Source provenance

Coverage reporting

CSV and XML

6. Critical-minerals market research and pipeline screen

Private equity partnership | Central Asia | Private. Screening framework can be shown in general form

What I did. Produced the partnership's market overview, a screen of the project pipeline against investment criteria, a capital-markets analysis and a register of buy-side demand. Also rebuilt financial models and benchmarked margins for proposed business lines in Excel.

Market sizing

Screening frameworks

Financial modelling

Excel

Benchmarking

7. Investor portal with KPI reporting

Built by Provecta Group for a private equity partnership | Will show on request. The portal requires login with mandatory two-factor codes

What I built. An investor portal with data-driven KPI tiles, a capital-account view, a deal-vetting assistant and a partner task board with digest emails.

- PostgreSQL with row-level security and tiered access, so each investor sees only their own data.
- Mandatory time-based two-factor authentication for every portal user.

PostgreSQL

Row-level security

KPI design

Access control

8. Live CRM revenue dashboard and attribution

Client: US and Kenya property developer (name withheld) | Client-gated. A rebuild on sample data is available to show

What I built. A revenue dashboard reading live from the Zoho CRM API, with lifecycle, pipeline, lead-source, affiliate and unit-inventory views, plus a native affiliate attribution model.

- Cleaned the lead base of duplicates and invalid records before reporting on it.
- 180-day first-touch attribution with automated CRM workflows and CSV export.
- Tracked availability and status across a residential development.

CRM analytics

Zoho API

Attribution

Dashboard design

Data cleaning

9. Frontier markets data-source catalog and search

Frontier Atlas | Will show on request

What I built. A searchable catalog of data sources for Africa and Central Asia with country pages and answers that must cite their sources.

- About 185 sources loaded through a catalog ETL step into PostgreSQL with full-text and trigram search.
- 208 automated tests and passing acceptance tests.

Data catalog

PostgreSQL search

ETL

Testing

10. Finance ledger and KPI scoreboard

Provecta Group operating platform | **Live, internal. Figures redacted for sharing**

What I built. A double-entry ledger with defined burn and runway metrics and positions kept separate by currency, plus a scoreboard where schedule variance is calculated from overdue milestones rather than typed in.

- Burn is defined as recurring commitments plus trailing 90-day spend divided by three, so the number cannot be edited by hand.
- A read-only status script reports pipeline KPIs straight from the database.

Financial data modelling

Metric definitions

SQL reporting

11. Development feasibility and unit-economics models

Provecta Group | **Anonymised reports available**

- **Townhouse land appraisal, Nairobi:** residual land valuation with price and unit-size sensitivity. Includes a base case and the breakeven sale price per unit.
- **Phased apartment financing:** modelled the gap between buyer instalments and contractor payments to size borrowing to the peak gap instead of the full build cost.
- **Café concept, Nairobi:** unit economics compared against the cost of debt, which led to a recommendation not to proceed at that scale.

Financial modelling

Sensitivity analysis

Breakeven

Unit economics

NOTES

Private projects are described by method and verified counts only. Partner, investor and client names, deal terms and confidential financial figures are withheld. Index figures in project 1 are asking prices. Work samples, code walkthroughs and sample-data dashboard rebuilds are available on request.