

JAMES SMITH

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Work Permits (if applicable **and advantageous**)

PROFESSIONAL SUMMARY

(max 3-4 line Professional Summary highlighting the major role you have worked in, the sectors you have experience in, the skills you have that **align with the job description** and finally why the Master is relevant to the company)

EDUCATION

IE SCHOOL OF HUMAN SCIENCES AND TECHNOLOGY

Masters in Business Analytics and Big Data

- IE Foundation Scholarship | GPA 3.85/4 (dean's list)

MADRID, SPAIN

SEPT. 2017 – JULY 2018

NEW YORK UNIVERSITY

Bachelor of Science, Industrial Engineering

- Magna Cum Laude

NEW YORK, USA

SEPT. 2006 – JULY 2011

PROFESSIONAL EXPERIENCE

IDEAL SOLAR ENERGY CO. (SECTOR, REVENUE)

Onsite Consultant

AMMAN, JORDAN

AUG. 2015 – JULY 2017

- Partnered in a core project that included development of a regional expansion and marketing communications, international risk management strategy, and creation of a market and product due diligence and evaluation framework.
- Developed re-branding strategy and comprehensive integrated marketing communications plan to strengthen market position and regional expansion through value-add differentiation.
- Created company's first marketing communications strategy coupled with a regional expansion plan.
- Empowered client through training/education, presentations, and consultations on due diligence and thorough risk assessment to devise improved business/marketing strategies.

HARLEY DAVIDSON MOTOR COMPANY (SECTOR, REVENUE)

Market Entry Investigations

NEW YORK, USA

AUG. 2014 – AUG. 2015

- Devised a strategic market evaluation framework to assess market potential, foreign entry feasibility, and minimize potential market entry risks (standardized by international division).
- Applied framework to several Southeast Asian markets by conducting in-depth primary and secondary research. Made spot-on recommendations regarding market potential, legalities, and entry timelines.

WORLD TRADE CENTER DIVISION

Manager Operations

NEW YORK, USA

OCT. 2011 – MAY 2014

- Liaised with CEO to plot strategic direction. Created committees and engaged board of directors comprised of senior executives including Fortune 1000 corporations such as Manitowoc Co. and Briggs & Stratton.
- Increased revenue by 14% via development of an inaugural Marketing & Research dpt. to enable corporations to enter new markets by identifying countries ripe for entry.
- Lowered manufacturing cost 20% by recommending manufacturer move suppliers from China to India.

SKILLS (ONLY INCLUDE THE ONES RELEVANT TO THE JOB)

Tableau | SQL | Python | R | Apache Spark | SAP FI-CO & MM module | Adobe Photoshop

MAJOR PROJECTS (USE THIS SPACE TO HIGHLIGHT PROJECTS RELEVANT TO THE JOB)

- Review enhancing engine for Amazon marketplace using Social Network Analytics in Neo4j
- Detection of non-functional water-pumps in Tanzania using geo-spatial analytics in CartoDB (accuracy 82%)

LANGUAGES

English (Native); Spanish (Fluent); French (Fluent)

OTHER INTERESTING INFORMATION

- 2 time Iron Man Decathlon Winner (2005, 2007).
- Volunteer for Teaching for Fun (2006).