Abraham Paul Jaison

Driven Master's student in Artificial Intelligence and Machine Learning at The University of Adelaide, seeking a Business Development Manager role to leverage my analytical skills, customer-centric approach, and experience in diverse operational and analytical roles. I am adept at identifying business opportunities, building relationships, and contributing to strategic growth. My background in data analysis and technical problem-solving, combined with customer service experience, makes me a quick learner ready to contribute to ACC's continued success. I am available to work remotely and on-site as needed.

✉ abrahampauljaison2@gmail.com   📞 0489209259   📍 184 Walkerville Terrace, Walkerville SA 5081. Australia

Education

The University of Adelaide

Master of Artificial Intelligence and Machine Learning   *Feb 2025 – Nov 2026*

Rajagiri School of Engineering and Technology

Bachelor of Technology in Electronics and Communication   *Jun 2018 – Apr 2022*
Overall GPA: 74.70%

Experience

AHS Hospitality, Holiday Inn Express Adelaide City Centre

Room Attendant   *Mar 2025 – Present*

- Maintained high standards of cleanliness and hygiene, demonstrating attention to detail and commitment to quality service. - Adapted quickly to a fast-paced environment while ensuring customer satisfaction.

HomeStyle Essentials

Sales Associate   *Aug 2024 – Jan 2025*

- Provided product recommendations and assisted customers, demonstrating strong communication and customer service skills.
- Tracked sales and inventory data to improve sales and optimize stock levels, contributing to business improvements.
- Assisted in receiving and storing deliveries.

Gadgeon Smart Systems

Data Analyst   *Jun 2023 – Dec 2023*

- Worked on data visualization and insights generation to drive business value.
- Used Power BI for creating dashboards and analyzing trends.
- Tools/Languages: Power BI (DAX and Power Query), Power Apps, Power Automate, Azure (Data Lake, Azure SQL Database, Synapse Analytics), Python for data visualization.

Junior Bookkeeper   *Dec 2023 – Aug 2024*

- Gained hands-on experience with accounts software, including creating invoices, managing bills, and performing bank reconciliations.
- Reviewed key financial reports and practiced inventory setup and tracking.
- Maintained accurate customer/supplier records to support financial decision-making.

Soft Skills

- Negotiation
- Problem-Solving
- Active Listening
- Presentation Skills
- Strong Verbal Communication
- Adaptability
- Time Management
- Independent Work
- Relationship Building
- Collaboration
- Customer Service
- Customer Retention
- Client Needs Assessment
- Value Proposition Communication

Technical Skills

- SQL
- Excel
- CRM Software
- Sales Reporting
- Data Visualization
- Proposal Preparation
- Basic IT Troubleshooting
- Xero
- Python
- Data Analysis
- Market Research
- Financial Reporting
- Contract Negotiation
- MyOB
- Power BI
- Power Platform
- Lead Generation
- Trend Identification
- Inventory Management