

Jeremiah Akers

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PROFILE

Having discovered a love for data and analysis, I have made a career change to where I believe I can make the best contribution and find the most fulfillment. I enjoy solving data puzzles and presenting data in meaningful ways so as to set up others for success. I will use my newly acquired data analysis method and skills combined with my experience and education in business and sales to propel growth, process improvement and innovation in the workplace.

SKILLS

- Git/GitHub
- Microsoft Excel
- Salesforce and CRM
- Power BI
- Tableau
- Data Visualization
- SQL (PostgreSQL)
- Python
- Troubleshooting
- Business Sense and Financial Literacy
- Spanish

PROFESSIONAL EXPERIENCE

Data Analyst | NASHVILLE SOFTWARE SCHOOL | July 2021 - PRESENT

Non-profit vocational school that prepares adults with aptitude, motivation, and drive for careers in data analytics and data science.

Projects:

- [Nashville Scooter Analysis](#) (Python): Worked in a team utilizing geospatial analysis techniques to evaluate the effectiveness of scooter sharing as a transportation solution for locals in low income neighborhoods
- [App Trader](#) (SQL): Pulled data for play store and app store and critically analyzed which apps to target for an app marketing upstart – narrowed thousands of options to a hot list of 10 based off of the data available
- [Nashville Cemetery](#) (Excel): Used proprietary database of the Nashville City Cemetery to create promotional marketing material

Member Development Manager | OMNIA Partners | Feb 2021 - Present

Nation's largest national purchasing cooperative. Leader in the public sector.

- Managed a territory of members, developing key relationships and selling contracts across many industries
- Made introductory calls to members, provided support, and lead business reviews for numerous government agencies resulting in higher utilization of OMNIA Partners and contract adoptions
- Met all quantitative and qualitative KPI's, achieving between 110% and 125% of budget for multiple quarters.

Guide Teacher, Interim Director of Studies | Number16 Language Academy | Sep 2018 - Nov 2020

Customer Success Manager | Cisco WebEx | Sep 2016 - Feb 2018

Webex is a leading provider of cloud-based collaboration solutions

- Trained end users on the product that they had purchased and ran campaigns to increase adoption and usage
- Responsible for net retention of accounts and recurring revenue streams, achieving target retention rate for multiple quarters

EDUCATION

- Data Analytics or Science Bootcamp Certification | Nashville Software School | December 2021 (anticipated)
- Tennessee Technological University, Cookeville Bachelor of Science in Business Administration with Major in General Management (Dean's List 2014-2015) | Graduated 2016