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São Paulo, Brazil



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## SKILLS

Data Analysis, scratching from data to wisdom

SPIN Sales to both B2C and B2B customers

Presentation Skills (speaking, designing...)

Python & SQL Programming

Team Management & Accountability Systems

Project Management, planning to implementation

Google Workspace

Windows, Linux, MacOS

## LANGUAGES

Portuguese

Native or Bilingual Proficiency

English

Full Professional Proficiency

Spanish

Limited Working Proficiency

## INTERESTS

Online Gaming

E-sports

Reading

Swimming

Tech

# Arthur Landgraf Lee

## Data Science Apprentice

I'm a cosmopolitan and big believer in humans as one race. Currently self-learning the exact sciences to begin with programming and statistics. My goal is to build a career in Data Science... and so far, I'm loving it!

## WORK EXPERIENCE

### B2B Lead Generation Tribal Mastermind

12/2020 - 03/2021  
tribalmastermind.com

Ho Chi Minh City - Vietnam

Achievements & Tasks

- Lead generation through Instagram and LinkedIn & managing non-spam strategies.
- Market research to understand Freelancing profile that would fit our consultancy target.
- Marketing content editing for YouTube (thumbnail, tags... & result analysis).

### National Vice President of Organizational Development (OD) AIESEC in Vietnam

08/2019 - 07/2020

Ho Chi Minh City, Vietnam

Achievements & Tasks

- Final responsible for long-term strategic planning including COVID-19 change management.
- Built an OD Model to guide 800+ members & 9 local branches across the county.
- Taking insights from raw internal data (front & back office) to guide national strategic decision making.
- Consolidated Vietnam in the TOP 10 absolute rank within AIESEC Global Network.

Contact: Tu-Anh Luong (19.20 AIESEC in Vietnam Country Manager) - tuanh.luong2112@gmail.com

### B2B Sales Team Leader AIESEC in Bulgaria

08/2018 - 07/2019

Sofia, Bulgaria

Achievements & Tasks

- Final responsible for all B2B Sales for Start-Ups in Bulgaria.
- Leading a team of 4 local sales representatives across the country.
- Closed 20 deals representing a 150% growth.

## VOLUNTEERING EXPERIENCE

### AIESEC in Brazil (04/2014 - 07/2018)

Before joining AIESEC at the professional positions mentioned above, I volunteered to the same organization throughout my graduating years growing from member to local committee president.

### Global Volunteer Program (11/2015 - 04/2016)

Took two educational volunteering projects abroad, first in Maputo, Mozambique - to teach English in public schools - and later in Dehradun, India - to manage a fundraising campaign to a NGO for autistic children.

## CERTIFICATES

### Data Analyst in Python by DataQuest.io (03/2021 - 09/2021)

Python [Pandas/Numpy, Matplotlib], SQL [SQLite], Jupyter, Command Line (Windows & Linux), Git, APIs, Webscraping, Statistics, Probability, Data Analysis in Business.

## EDUCATION

### International Relations Bachelor (incomplete) State University of São Paulo (UNESP)

01/2014 - 12/2017

Franca, Brazil

Takeaways

- Dropped out to take professional offers from abroad, also knowing my ambitions were beyond this field.
- It taught me to think critically on looking at social inequalities worldwide, and find my role to reduce it.