

# Ary Jose' Rubi Espinal

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## Education

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### International Master in Business Analytics and Big Data

2022 – 2023

Politecnico Di Milano Graduate School of Management

-Specialization in Machine Learning | SQL | No-SQL databases | Cloud Technologies | Marketing Analytics | Text Analytics | Web and Digital Analytics | Project and People Management | Data Visualization | Business Management | Statistics

### Bachelor's Degree in Business Management

2015 – 2020

UNITEC – Honduras

-Bachelor focused on Management, Marketing, Negotiation, Economy, Accounting, Human Resources Management, Project Management, Strategic Management, Financial Management.

## Professional Experiences

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### Deda Group S.p.A – Milan, Italy

May 2023 – Present

IT consulting company – Dedagroup Business Solutions

#### Industrial IoT consultant (Internship)

- Collaborated with senior consultants to design and develop Industrial Internet of Things (IoT) solutions for clients in manufacturing, energy, and other industrial sectors.
- Assisted in conducting workshops and meetings to educate clients on the benefits and potential applications of Industrial IoT in their specific industries.
- Assisted in identifying and resolving issues related to IoT devices, connectivity, and data flow to ensure smooth operation and client satisfaction
- Supported the project management team in coordinating tasks, tracking project progress, and ensuring timely deliverables for successful project completion.
- Assisted in documenting project requirements, methodologies, and outcomes for future reference and continuous improvement

### Teethan S.p.A – Milan, Italy

Feb 2022 – Oct 2022

International Medical Equipment Supplier – Teethan

#### International Inside Sales

- Established trusted relationships leading to an increased engagement and better public relations
- Coordinated meetings with prospect costumers and designed new pitching techniques for sales team for Spain, England, Bulgaria, Chile, Peru, Switzerland, and Argentina
- Delivered presentations about market penetration strategies based on market analysis in Italian to senior management
- Collaborated with multiple departments to devise a new a strategical approach for the Spaniard market consolidation
- Generated a new customer portfolio in South America by an extensive market analysis and achieved to penetrate it by using a strategical aggressive approach, creating new customers and a completely new market for Teethan
- Resolved conflict and complex issues for costumers and for internal departments

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Oil&Gas – UNO HONDURAS

**Project Management (Internship)**

- Managed and gave support in a design of an annual sales strategy for each area (oil, gas, asphalt, bitumen, ship fuel and airplane fuel)
- Addressed and presented reports of statistical data analysis for the Specialties department (Aviation, Bitumen, Lubricants and Marine) to senior management
- Increased revenue in a moment of turmoil by counseling senior management with a new pricing strategy
- Supported the creation of a statistical analysis for a new market penetration strategy in collaboration with a regional manager

## Skills

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Hard Skills:

- Python (PySpark, Pandas, NumPy, Scikit-learn, matplotlib, urllib, BeautifulSoup, Selenium)
- R
- SQL (MySQL, SQL Lite, SQL Server)
- MongoDB
- AWS, Microsoft Azure, Google Colab
- Power BI
- Tableau
- Office Suite (Excel, Power Point, Word)
- General knowledge of Git

Soft Skills:

- Communication
- Leadership
- Negotiation
- Collaboration
- Problem-Solving
- Quick Learner

Languages:

- Spanish: C2
- English: C1
- Italian: C1
- Portuguese: A2

## Projects

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- **Tegucigalpa Real Estate:** The project aimed to fill a data gap in Tegucigalpa's real estate sector by scraping information from various websites using Python and automating the data extraction and cleaning with AWS services like Lambda and S3. The processed data was visualized in a Power BI dashboard, providing insights into real estate trends and patterns, making it a valuable tool for understanding real estate dynamics through the integrated use of Python, AWS, and Power BI.
- **Beach Reservations:** Using SQL, the project analyzed beach reservation data to uncover trends in beaches, boat rentals, and pricing, leading to personalized offers and increased customer satisfaction.

## Additional Information

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- Volunteering: CIF Vicopisano

Jan 2021- Jan 2022

- Awards:
  - Rotary Youth Leadership Award
  - Best pitch in a HIIP by Dale Carnegie
  - Best pitch in an entrepreneurial college contest
  - Leadership Award in EFHM by Dale Carnegie
  - Future leader Award in Generation NEXT by Dale Carnegie

- Courses / Bootcamps:

### Soft skills:

- Effective Communication and Human relations – Dale Carnegie
- High Impact presentations – Dale Carnegie
- Successful Negotiation – University of Michigan

### Hard skills:

- Data Engineer - DataCamp
- Python for Everybody Specialization – University of Michigan
- Data Analytics Specialization – Google
- Fundamentals of Quantitative Modeling – Wharton Online