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Honduras- 01/09/1997  
Nationality: Italian - Honduran

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## **Data Analyst**

*Python, SQL, No-SQL, Power BI, AWS, Excel*

Deep understanding of data analysis techniques and the use of Big Data from acquisition to visualization through to final distribution. Solid analytical skills and project management, familiarity with major analytics technologies and platforms such as SQL, No-SQL, and Cloud Technologies. Expertise in marketing analysis, text analysis, and digital analysis. Experience in business analytics has enabled the development of excellent communication skills, teamwork, and a result-oriented approach. Fluent in drafting and discussing in English, Italian and Spanish. In-depth knowledge of the main data management software and platforms. Precision, attention to detail, and quick learning.

### **Main Competencies**

- Machine Learning
- SQL & No-SQL databases
- Cloud Technologies
- Data Visualization
- Business Analytics
- Project and People Management
- Extract Transform and Load
- Business Management

## **Professional Experience**

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05/2023 – today

**Dedagroup S.p.A** – Milan  
IT consulting

### **INDUSTRIAL IoT CONSULTANT**

#### *Activities and responsibilities:*

- Innovated and implemented solutions for the Industrial Internet of Things (IoT) in collaboration with senior consultants, leading the evolution in the manufacturing, energy, and other industrial sectors
- Transformed client understanding through workshops and meetings, illuminating the benefits and applications of industrial IoT and promoting its adoption in various industrial sectors
- Contributed to the success of crucial projects by supporting coordination, tracking progress, and ensuring timely deliveries, leading to a timely and successful project conclusion
- Defined the future of the project by meticulously documenting requirements, methodologies, and results, creating a solid foundation for future references and continuous improvements

#### *Main Achievements Achieved:*

- Defined the project's "data flow" architecture, creating a structure that allows the use of the same data for future projects, ensuring continuity and efficiency
- Able to effectively respond to and manage conflicts with clients

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02/2022– 10/2022

**Teethan S.p.A** – Milan  
Medical Devices for Dentists

### INTERNATIONAL INSIDE SALES

#### *Activities and responsibilities:*

- Established and nurtured trusting relationships, increasing engagement and improving public relations with key communities
- Coordinated meetings with potential clients in Spain, England, Bulgaria, Chile, Peru, Switzerland, and Argentina, innovating sales techniques and enhancing team performance
- Presented market penetration strategies to management in Italian, promoting an increase in market share in the selected regions
- Unified various divisions to develop a strategic approach to the Spanish market, consolidating and strengthening the market position

#### *Main Achievements Achieved:*

- Analyzed and penetrated the South American market, generating a new client portfolio and opening an entirely new market for Teethan
- Skillfully resolved conflicts and complex issues for clients and internal departments, improving customer satisfaction and optimizing internal processes

01/2021 – 02/2022

**Centro Italiano Femminile - Vicopisano**  
Volunteering

### OFFICE MANAGER

#### *Activities and responsibilities:*

- Monitoring, analysis, and presentation of data related to volunteer activities, to identify trends, needs, and opportunities, using advanced analytical tools.
- Supervision and coordination of staff and volunteers, ensuring proper training and efficient resource allocation.
- Definition of short and long-term objectives for the center, based on data analysis and feedback, and ensuring that these objectives are achieved.
- Identification and implementation of data-driven solutions to improve operational efficiency and management of the center's activities

#### *Main Achievements Achieved:*

- Developed a marketing strategy that improved the center's visibility and attracted many new participants.
- Added new initiatives that increased interest and enhanced the center's offerings.

#### ----- **Previous experiences**

2020-2021-**Project Management Intern**, UNO Honduras, Tegucigalpa

## 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.

## Language skills and competencies

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Spanish: Excellent written and spoken language knowledge (C2)

English: Very good written and spoken language knowledge (C1)

Italian: Very good written and spoken language knowledge (C1)

Portuguese: Basic written and spoken language knowledge (A2)

Proficient in 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, Git

Software: Office Suite (Excel, Power Point, Word)

Cross-functional skills: Communication, Leadership, Negotiation, Collaboration, Problem-Solving, Quick Learning

## Education and Training

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**Master of Science in Business Analytics and Big Data**, Politecnico di Milano Business School, Milan

**Bachelor's Degree in Business Management**, Unitec Honduras, Tegucigalpa

### Courses

Effective Communication and Human relations, September 2019, Dale Carnegie

Successful Negotiation, December 2019, University of Michigan

High Impact presentations, January 2020, Dale Carnegie

Fundamentals of Quantitative Modeling, July 2020, Wharton Online

Data Analytics Specialization, July 2022, Google

Python for Everybody Specialization, September 2022, University of Michigan

Web Scraping in Python, April 2023, DataCamp

Data Engineer – DataCamp, August 2023, DataCamp

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