

# Cameron Van Der Valk

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[LinkedIn](#) | [Tableau](#) | SQL Portfolio [Github](#)

SQL, Tableau, Data Analytics, Data Visualization, Pivot Tables, Excel, PostgreSQL

## DATA ANALYTICS TRAINING

Data Analytics Certificate Course, **Break Into Tech**

SQL: Querying and Managing Data, **Khan Academy**

Tableau Creator, **Tableau**

## DATA ANALYTICS & VISUALIZATION PROJECT EXAMPLES

- **Product Revenue Dashboard.** Identified stores with the lowest and highest sales rates, quantified revenue by product, and identified average revenue by account; published a Tableau dashboard to track KPIs.
- **COVID-19 Rates Dashboard.** Quantified COVID-19 vaccination rates over time, by country, and by income group; published a Tableau dashboard to visualize results.
- **Superstore Sales and Profitability Executive Dashboard.** Quantified sales, profitability, profit ratio, and sales per customer. Visualized profit ratio by city on US map. Quantified monthly sales by segment and category over time by profitable vs. unprofitable orders.
- **Electronics Store Database Design.** Designed an electronics store database using SQL and analyzed statistics by product.
- **Furniture Store Sales Analysis.** Quantified sales rates per category, group, date, and purchase location, and determined most and least profitable store locations.

## WORK EXPERIENCE

### Momenta Group — *Recruitment Data Specialist* (Remote), Feb 2022 – PRESENT

- Maintained and updated company databases.
- Built new databases to store and manage candidate information, ensuring data integrity and accuracy.
- Developed and generated reports on candidate applications, including metrics such as time-to-hire, source-of-hire, and candidate demographics.
- Conducted data analysis to identify trends, patterns, and insights to improve recruitment strategies and processes.
- Liaised with high-profile government organizations to source and recruit candidates for specialized positions.
- Managed multiple recruitment projects simultaneously, ensuring timely and efficient completion.

### IX Online — *Key Account Manager*, March 2019 – Jan 2020

- Effective management and development of over 200 clients (motor vehicle dealerships.)
- Client analysis to develop and implement effective lead generating procedures to ensure high ROI.
- Working closely with key players in the South African motor trade to identify new avenues of business generation.
- Collaborated with software development and marketing team members to identify growth opportunities and develop strategies to seize them.
- Built long-term trusting relationships with clients to achieve ultimate client retention.
  - Analyzed sales and financial performances to effectively plan for increased future opportunities, while identifying obvious weak trends.

## **BND GROUP — *Head of Sales, Morningside Apartments, April 2018 – Nov 2018***

- Development of sales and marketing strategies.
- Launching the project to the public.
- Development of tactics to attract buyers and investors.
- Completion of sales process with clients from start to finish.
- Dealing with finance providers to ensure clients receive the best possible service from all parties.
- Working closely with the developer to create necessary components to ensure great returns and opportunity for investors.

## **Elite Realty Dubai — *Investment Consultant, Sept 2017 – March 2018***

- Creating launches for various developers in Dubai for new/ off-plan projects.
- Building strategies alongside developers to attract foreign investors.
- Development of sales tactics to introduce effective tools to ensure efficient sales techniques used by sales personnel.
- Dealing with high net worth individuals and global companies to ensure their high standards of service are met.
- Presentations to investors and companies.
- Developing multiple investment opportunities for developers to attract potential buyers.
- Assisting in foreign transactions and necessary legal components for overseas clientele.
- Building long lasting relationships with both clients and developers to ensure future business.
- Providing strategies to ensure clients receive a hassle-free experience throughout the process.

## **SCT Solutions — *Sales and Operations, Jan 2015 – Jan 2017***

- Cold Calling.
- Management of key accounts.
- Analyzing market potential.
- Achieving sales targets within schedule.
- Booking of shipments with airlines and shipping lines.
- Keeping all clients up to date with progress reports.
- Complete understanding of finance procedures.
- Preparation of sales documents.
- Developing international trade relations.
- Dealing with a vast number of international suppliers.
- Project planning - packaging to delivery.
- Invoicing and costing.

## **Blackberry — *Sales Representative, Feb 2013 – Dec 2015***

- Cold calling.
- Store activations.
- Ensuring monthly targets were met within my team.
- Providing advertising components to stores.
- Coordinating sales efforts.

