Carlos A Candamil. Business Analyst.

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Medellin, Colombia.

Dynamic Business Analyst with a proven ability to translate complex data into actionable insights that drive business growth and strategic decision-making. Skilled in utilizing tools like SQL, Python, and Excel to deliver insights that align with business goals and optimize performance metrics. Experienced in both business development and data analytics.

Education

- EAFIT University, — *International Business (degree)* **(Medellin, Colombia).** 2007 - 2012
- **Google — Advanced Data Analytics Professional Certificate** (online) 2025
- **DeepLearning.AI — Neural Networks and Deep Learning** (online course) 2023
- **University of Michigan** (online) 2022
    - *Database Design, SQL in PostgreSQL (course)*
    - *Data Science in Python (course)*

Professional Experience

- **Simpl Global - Sacramento, California.**

Business Development Manager (Remote) — May 2021 - Mar 2024

Analyzed sales performance metrics to identify growth opportunities and streamline lead generation processes.

Spearheaded email marketing campaigns, improving conversion rates by 25%.

Generated over 70 new business oportunities, securing high-value partnerships resulting in multi-million-dollar opportunities.

- **CloudTask - Miami, Florida.**

Business Development Analyst (Remote) — May 2019 - May 2021

Conducted market research and trend analysis to identify target industries and clients, increasing lead generation efficiency by 30%.

Utilized data-driven insights to refine sales pipelines and improve client outreach strategies, achieving a 20% boost in customer engagement.

- **CYSM - Jalisco, México.**

Business Analyst — Oct 2014 - Jan 2019

Developed customer insight reports that improved sales forecasting accuracy, Optimized supply chain processes, reducing operational costs by 15% and led data projects to enhance reporting and business intelligence capabilities.

- **Pactera - Beijing, China.**

Software Testing (Internship) — Jan 2011 - Feb 2012

Performed debugging and quality assurance for Microsoft Windows 8 dev.

Links

Linkedin.com/in/carlos-candamil-14375624/

Carloscandamil.github.io/Portfolio/

Skills

Data Analysis:

SQL, Excel, Postgres, Python, Tableau, Power BI.

Machine Learning:

Predictive Modeling, Statistical Analysis,

CRM & Marketing:

Lead Generation, Account Management, Hubspot, Salesforce.

Soft Skills :

Critical Thinking, Communication, Creative Problem-Solving

Languages

Spanish	Native
English	Advanced
French	Intermediate
Chinese	Basic