

## **Sinan Cengiz**

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Fully Work Authorized • No Visa Sponsorship Required

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### **PROFESSIONAL SUMMARY**

Data analyst with experience interpreting and analyzing data with in-depth understanding of business operations and analytics tools

### **Key Skills**

- Proficient coding skills with SQL/relational databases, and experience programming with Python
- Proficient in statistics, mathematics and analytics, with strong ability to analyse, model, and interpret data
- Experienced in using mapping tools, such as AutoCAD, QGIS, Hypack, and Atlas
- Proficient in MS Office applications: Excel, Word, Power Point
- Bilingual in English and Turkish

### **PROFESSIONAL EXPERIENCE**

#### **Office of Navigation, Hydrography and Oceanography, Istanbul**

**02/2004 - 05/2013**

*Hydrographic Office which produce maritime products around Mediterranean with 250+ employees in Turkey*

#### **Hydrographic Surveyor/Data Processor**

**04/2008 - 05/2013**

- Used specialized technical software and equipment, including satellite and terrestrial positioning systems, sonars, single and multibeam echo sounders, to provide data to produce nautical charts and maps
- Managed Hydrographic survey team as a team leader for various projects; planned and monitored timeline and logistics, and reported progress to the Chief Hydrographic Officer
- Performed survey data analyses, conversions and visualizations to better understand the underwater topography of areas in Black Sea, Aegean Sea, and Mediterranean by using Hypack, Atlas, AutoCAD, QGIS

#### **Maritime Resources Publication Specialist**

**02/2004 - 04/2008**

- Enhanced weekly Notice to Mariners publication by making new and editable data visualized, which improved accuracy and ease of use
- Compiled, coded, categorized, calculated, tabulated, audited, and/or verified information and data from various sources to update and publish nautical publications by using MS Office applications: Excel, Word, CorelDraw and internal Software Applications

### **ADDITIONAL WORK EXPERIENCE**

#### **Relationship Banker**

**04/2017 - 12/2017**

#### **Bank of America, San Francisco, CA**

- Generated more than \$700K revenue monthly by engaging in conversations with high net worth retail and business clients; exceeded sales goal over 28% by surpassing monthly target goal
- Prepared Banking Center for yearly audit in the absent of the managers; received 94 out of 100, which is highest score in the San Francisco Market

#### **Sales Representative**

**05/2016 - 08/2016**

#### **Zip Marketing, Berkeley, CA**

- Prospected new customers, and upon qualification, collaborated with manufacturers during follow up sales calls and product shows; exceeded sales goals and increased sales territory by 20%
- Maintained relationships with approximately 700-1000 customers; average sales of 10-15 new clients a month

#### **Librarian**

**10/2015 - 05/2016**

#### **Lincoln University, Oakland, CA**

- Analyzed average 50 patrons' daily requests to determine needed information, and assisted in furnishing or locating that information using LibraryWorld program
- Taught library patrons to search for information using LibraryWorld Library database; kept records of circulation and materials

### **EDUCATION**

#### **Master of Science (MS), International Business, 2017**

Lincoln University, Oakland, CA

#### **Master's Degree (MBA), Business Administration, 2013**

Beykent University, Istanbul, Turkey

- Publication: Co-Author: ‘Chaos in the Blue Ocean: An Empirical Study Including Implication of Modern Management Theories in Turkey. Published in Australian Journal of Business and Management Research in March 2014’

**Bachelor of Arts (BA), Economics, 2010**

Anatolian University, Eskisehir, Turkey

**PROFESSIONAL DEVELOPMENT**

**Data Analytics Certificate, 2018**

UC Berkeley Extension, Berkeley, CA