Barbara Callahan

Data Analyst

barbcallahan8@gmail.com

github.com/portfolio

www.linkedin.com/in/barbara-m-callahan

PROFILE

Results-driven Data Analyst with a strong background in data analytics, business intelligence, and compliance reporting. Skilled in transforming complex datasets into actionable insights that drive operational efficiency, regulatory adherence, and revenue growth. Experienced in cleaning, structuring, and visualizing data using SQL, Tableau, Excel, and Python to support data-informed decision-making. Proven success in optimizing workflows, monitoring performance metrics, and delivering impactful dashboards and reports for leadership. Adept at collaborating across teams to identify process improvements, mitigate risk, and implement data-driven strategies that enhance business outcomes.
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EDUCATION

DEGREE/MAJOR
Western Governors University Bachelor's Degree in Data Analytics.
2023- current

TECHNICAL SKILLS

- Excel
- SQL
- Tableau
- Python
- GitHub

EXPERTISE

- Dashboard Development
- Surfacing Actionable Insights
- Data Cleaning
- Database Development
- Compliance Analytics
- Process Optimization

EXPERIENCE

EchoStar / Dish Network | Remote
Senior Sales Account Executive | December 2021 – Present

EchoStar/Dish Network is a global leader in satellite communications and broadband solutions.

As a Senior Sales Account Executive, I leverage data analytics, compliance insight, and customer engagement strategies to drive sales growth, maintain regulatory integrity, and optimize operational efficiency.

- Regulatory Adherence: Conduct in-depth analyses of sales and performance data to identify compliance trends, ensuring all sales activities align with company policies and industry regulations through proactive controls and audits.
- Sales Performance: Maintain a 50%+ close rate on qualified opportunities, demonstrating strong sales acumen and the ability to convert leads into long-term clients.
- Continuous Improvement: Streamline workflows by analyzing audit findings and recommending process enhancements, resulting in improved operational efficiency and reduced compliance risks.
- Data-Driven Insights: Collaborate with stakeholders to assess compliance risks, develop actionable insights, and implement risk mitigation strategies based on data analytics.
- Productivity & Engagement: Consistently achieve 25–35 calls weekly, exceeding site averages and demonstrating proactive client outreach and engagement.

Awards & Achievements:
- 6× Platinum and 100 Grand Club Award Winner.
- Completed a pilot program for the Satellite Internet Division, supporting product launch strategy and performance optimization.

Walmart Global Business Services | Charlotte NC

Accounts Payable Specialist IV | May 2016 – December 2019

Walmart Global Business Services supports financial operations for thousands of stores worldwide. In this role, I used data-driven analysis to improve vendor compliance, reduce risk, and enhance financial accuracy across multiple business units.

- Data & Risk Analysis: Analyzed sales and inventory data to identify and reduce potential shrinkage across 50+ retail stores, improving loss prevention strategies.
- Vendor Risk Management: Identified patterns and high-risk vendor trends using analytics, enabling proactive risk mitigation and contract compliance.
- Financial Accuracy: Managed a $100M vendor payable pipeline, ensuring accuracy, timeliness, and compliance with vendor agreements.
- Audit & Reporting: Provided analytical support for annual audits
- Investigations & Compliance: Conducted investigations using CRM data, tracked risk patterns, and implemented corrective measures to uphold ethical inventory and payment practices.
- Operational Efficiency: Developed and standardized best practices to minimize late fees and strengthen vendor relationships, saving the company millions annually.

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WORK EXPERIENCE

Walmart Global Business Services | Charlotte, NC

Accounts Payable Specialist III
- **High-Volume Processing:** Managed up to 60 payables and receivables daily across 25 stores, achieving a 10% SLA improvement while maintaining accuracy.
- **Trend Analysis & Transfers:** Reconciled store transfers ranging from $5 to $500,000, identifying financial trends to improve compliance and reporting accuracy.
- **Vendor Audits:** Conducted weekly audits of receivable trends and collaborated with managers and audit teams to strengthen vendor compliance and streamline financial processes.

Awards & Projects:
- Recognized as Employee of the Month five times for outstanding performance and leadership.
- Participated in pilot projects to streamline HR onboarding processes for Canadian stores.
- Spearheaded data-driven initiatives to optimize receivables, reducing store shrinkage by millions.
- Participated in cross-departmental projects, improving financial workflows between stores and gas stations.

DATA ANALYTICS EXPERIENCE & PROJECTS

Portfolio Projects

- **Car Sale Project -** Developed SQL queries and cleaned large automotive sales datasets to analyze pricing trends across car makes and models. Created an interactive Tableau dashboard to surface actionable insights for dealer performance, pricing strategy, and inventory value retention.