DONTI DEERR

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As a finance professional with a strong foundation in operations management, I bring expertise in leading dynamic teams and optimizing processes to enhance organizational performance. My journey began in my father's mechanic shop, where I developed a keen understanding of financial principles and the critical role of budget management. Proficient in data analysis and financial modeling, I excel in identifying trends and opportunities that drive revenue growth. With a commitment to leveraging my technical skills and strategic insights, I am well-equipped to transition into a financial or budget analysis role, where I can contribute to informed decision-making and support organizational success.

EDUCATION

Bachelor of Science in Finance, Minor in Accounting | SUNY Oswego
Jan. 2020

Associate of Arts in Business Administration and Management| Herkimer County Community College
Dec. 2017

SKILLS

Certifications: BA Fundamentals, IBM Data Science

Software: Microsoft Office: Project, Access, Booking, Planner, Outlook, Teams, Word, Excel, PowerPoint; Amazon Web Services (AWS); Salesforce; Monday; PowerBI; Minitab; Workday; ADP; Canva

Technical: Financial Analysis, Budget Management, Process Optimization, Customer Relationship Management (CRM), Database Management, Data Analytics, Data Visualization, Information Architecture, Cloud Storage and Transfer, Client Account Management, Payroll Auditing

EXPERIENCE

Lead Territory Sales Representative | Techtronic Industries (TTI) | Bronx, NY
April 2022 – Present **|** Full-time – Supervisory (5+ Staff)

- Utilized Microsoft Office suite, including Outlook and Teams, alongside PowerBI, to effectively showcase company offerings to potential clients up to C-Suite Level. Resulting in a 15% increase in client engagement
- Employed Workday and Excel for precise financial analysis, optimizing processes that help to identify and pursue 8% more lucrative sales opportunities, consistently surpassing targets.
- Leveraged CRM systems and database management tools for client relationship nurturing, improving customer retention by 16 % ensuring exceptional service and support.
- Stayed abreast of industry trends through continuous learning, using data analytics and visualization tools, facilitating effective communication of product features and benefits to customers.
- Led a team to establish a creative and dynamic approach for proactive sales, resulting in a 6% team performance improvement and customer relationship building.

Operations Manager | Amazon | Bronx, NY
June 2020 – April 2022 **|** Full-time – Supervisory (200+ Staff)

- Orchestrated day-to-day operations utilizing Microsoft Office suite, including Project and Excel, and AWS for inventory management, logistics, and process efficiency.
- Conducted financial analysis using Excel and implemented budgetary controls, ensuring cost-effective operations.

- Spearheaded process optimization initiatives, leveraging Microsoft Planner and AWS for enhanced operational efficiency and productivity, expanding on knowledge of process improvement and cloud storage technologies.

- Fostered collaboration across teams by leading various project developments, resolving operational issues, and demonstrating examples of customer satisfaction

EXPERIENCE(CONT'D)

Data Collection/Analysis | SUNY Jefferson | Jefferson County, NY
July 2018 – December 2018| Part time

● Conduct comprehensive data collection to inform community laws and regulations in Upstate New York. ● Utilize advanced data analysis techniques to present actionable insights to county officials. ● Serve as a liaison between data insights and policy implementation, driving positive change. ● Collaborate with stakeholders to ensure data-driven decision-making processes.

Financial Advisor | Primerica | Bronx, NY
July 2018 – Present| Full-time until Feb. 2020, Currently Part-time – Supervisory (10+ Staff)

- Leveraged Primerica's database system for personalized financial management and long to short term planning of client investment portfolios.
- Conducted individual client meetings to comprehensively assess financial situations and long-term goals, subsequently providing budgetary and investment solutions.
- Developed customized financial plans with Excel and Canva, tailored to meet unique client needs and objectives.
- Provided ongoing support to assist clients in achieving financial goals through budget management and proactive client account management.