Alejandro Hernandez

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SKILLS
- React.js, MongoDB, JavaScript, HTML5, CSS3, Node.js, Express.js
- Native Fluency in Spanish, Intermediate Fluency in German

EDUCATION
Full Stack Web Development (2022)
UC Berkeley Extension
Portfolio: https://el-mariachi760.github.io/Developer-of-the-21st-Age/

BS Management Information Systems (2017)
Minor in German
California State University San Marcos (CSUSM)

EXPERIENCE
Business Operations Analyst   July 2019 –Present
Canon Medical Systems USA, Inc.   Tustin, CA
- Managing and coordinating on average two multi-million dollar government RFOs per month with zone business managers, modality directors and VPs across the nation ensuring delivery of submissions are complete and exceed requirements
- Analyzing complex data and identifying anomalies from past and current government projects using excel to forecast future bids and present findings on how to increase our odds of getting our offer selected
- Optimize pricing, discounts, and margins in Canon's best interest by assisting managers in financial analysis and tracking Special Pricing Requests (SPRs)
- Analyzing current business operations and advise management of recommended changes to continue improving communications between all of our teams and optimizing Excel/Salesforce reporting processes
- Preparing, analyzing, and maintaining forecast, sales, booking trends, product trends, field sales productivity, price erosion and actuals reports for management and executive meetings using excel
- Maintaining CMSU Business Operations automated reporting requirements, including maintaining and improving logs, and database design in salesforce

Reporting Analyst / IT   March 2018 –April 2019
Nomad Temporary Housing   San Diego, CA
- Analyzed and interpreted survey data from 27 different organizations that contributed to improving guest check-in and apartment cleanliness processes which resulted in an increase of guest satisfaction by 17%
- Queried, reviewed, and analyzed data daily using SQL, Excel, and Tableau to identify areas for improvement and assist in making the best possible decisions for Nomad's interests
- Influenced business decisions by preparing 12 daily and 13 weekly internal reports using Excel formulas and pivot tables for VPs, Directors, and Managers
- Improved forecasting and managerial reporting processes by 45 % by coding VBA macros, VLOOKUP formulas, and conditional formatting via Excel
- Collaborated with the IT Manager and Developers from across the US to get Nomad Direct (Company CRM) projects developed and implemented