



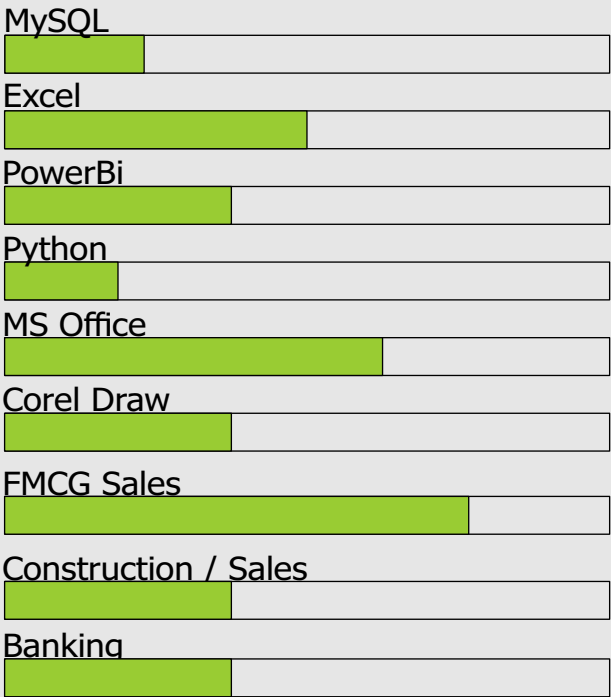
Toma Ionut Silviu

Data analyst

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Skills



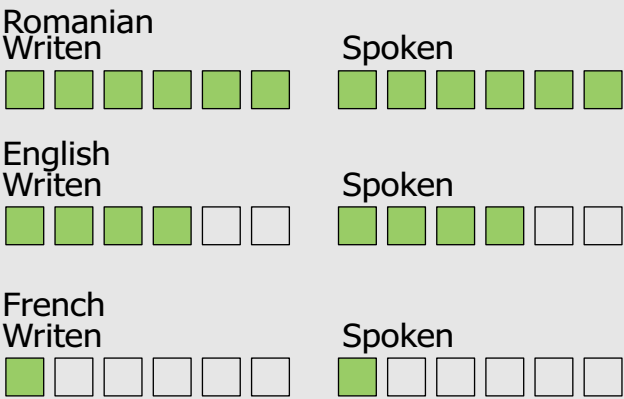
Certifications

- Data Analyst Course
NewTech Academy - Waviva
2023-2024

Education

- Universitatea Politehnica Bucuresti
Facultatea de inginerie mecanica
2003-2008
- Colegiul National "B.P. Hasdeu" Buzau
Mathematics and Computer Science
1999-2003

Languages



Summary

- After 12 years spent in sales area, I've learned to be attentive to sales data.
- Passionate about studying how to improve performance.
- Determinated to move forward I graduated a 9 months data analyst job ready course.
- Proficient in Power Bi, Excel, Python, MySQL, and data visualization tools.
- Seeking to leverage data analytical skills to improve corporate performance as a data analyst.

Workplace Skills

- Problem-solving: ability to identify strategies for finding the answers.
- Collaboration: willingness to work in a team to solve problems and ensure that goals are achieved.
- Effective communication: the ability to communicate with non-experts by using comparisons

Work Experience

- Data Analyst : 10 months (05.2023 - 03.2024)
 - New TechAcademy - Waviva, Bucharest, Romania
 - Data analysis project developed in MySQL.
 - Power BI project - NYC Yellow Cab Trip Analysis.
 - Excel Project - Sales and profit evaluations.
 - Human-Resources-Strategic-Plan - using MySQL, Excel, Python and Power BI knowledge.
 - Python-Project-short analysis of survival chance on TITANIC;
- Partener Ride Sharing : 3 years 1 month (09.2021 - present)
 - US FamilyRide, Bucharest, Romania
 - Passenger transport activity on digital platforms Uber, Bolt
- FMCG Sales Representative : 8 years and 3 months (06.2013 - 09.2021)
 - DUO SRL , Bucharest, Romania
 - Marathon Distribution Group, Bucharest, Romania;
 - Transan Interactive Distribution Bucharest, Romania;
 - Fast Plus, Bucharest, Romania;
 - Eurovic Land Distrib, Romania;
 - Managing customer relations in the assigned areas, supervising collection, picking up orders and checking the order status ;
- Construction Items and Services Sales Representative : 3 years and 9 months (09.2009 - 06.2013)
 - HidroArt Construct, Bucharest, Romania
 - Floor 4 All, Bucharest, Romania;
 - Identification and follow-up of potential clients, constant expansion of the client portfolio.
- Banking Customer Service Representative: 1 year and 2 months (06.2008 - 08.2009)
 - RBS Bank Romania, Bucharest, Romania
 - Managing inbound and outbound customer service requests, focusing on informing customers about new products, prices and other banking services.