

Marcus Guillory

Dallas, TX; (409) 658-7874; mguillory2320@gmail.com
<https://MarcusGuillory.github.io/>

EDUCATION

The University of Texas at Dallas

December 2025

Master of Science, Information Technology Management
Master of Business Administration, MBA

The University of Texas at San Antonio

December 2020

Bachelor of Arts, Psychology
Study Abroad, The University of Urbino Carlo Bo, Italy

TECHNICAL SKILLS

Analysis Tools: MS Excel, Tableau, Looker, Spark, Impala, Hive
Programming: SQL, Python, Spark
Software: MS Project, Jupyter Notebook, Google Colab, Hadoop
Databases: PostgreSQL, MongoDB, Snowflake

ACADEMIC PROJECT EXPERIENCE

Hospital Database Schema, Database Foundations for Business Analytics

May 2024 – August 2024

- Created a hospital database schema in PostgreSQL by writing DDL/DML and presented data via SQL statements.
- Presented a comprehensive technical report to designing, implementing, and managing a hospital database.

Apparel Co. Data Analysis, OOP (Object-Oriented Programming) in Python

January 2024 – May 2024

- Tasked with creating a Python program to manage and interpret a dataset about an apparel company.
- Presented 7 visualizations explaining data trends and offered business recommendations based on analysis.

Intelligent Document Processing (IDP), Managing Digital Strategy

January 2024 – May 2024

- Proposed an IDP system solution to resolve the lengthy origination and underwriting process in CRE banking.
- Created a 25-page report detailing the business idea, technological design, customer and market-related issues, and financial plan addressing economic viability.

PROFESSIONAL EXPERIENCE

Flexport, Dallas, TX

July 2023 – Present

Global Operations Associate

- Managed 3 global key accounts moving an excess of 30+ end-to-end air export shipments per week.
- Increased On-Time Delivery rate by 34% by training 5 additional employees on special operations procedures.
- Increased profit margin by 6% per shipment by analyzing quotes & invoices to determine enforceable charges.
- Managed all client-facing business requests, quoting and invoicing, booking of transportation via trucking and airline partners, generation of export documentation, customs filings, and tracked & traced shipments.

Gartner, Dallas, TX

August 2022 – July 2023

Business Development Associate

- 109% Q3 Quota Attainment
- Increased C-suite executive response rate to team outreach by 19% through strategic, consultative approaches in the marketing function across the financial services, retail, and manufacturing industries

LEADERSHIP & ORGANIZATION INVOLVEMENT

Project Management Club, Corporate Growth Officer

August 2023 – December 2023

UX Club, UT Dallas

August 2023 – Present

The Product Base, UT Dallas

July 2023 – Present