

# Marcus Guillory

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<https://MarcusGuillory.github.io/>

## EDUCATION

### The University of Texas at Dallas

July 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