

PRESTON F. BABB

DATA ANALYST • SALES ANALYST

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My experience in sales protecting data for customers exposed me to all sorts of business data and analytics. Building relationships and telling stories has been a large part of my success, which moved me to expanding my skills in data analytics to help write and tell data stories and to solve complex problems leveraging the following: Tableau, PowerBI, SQL (PostgreSQL, JOINS), Excel (Pivot Tables, VLOOKUP, PowerPivot), Python (pandas).

EXPERIENCE

Nashville Software School • Data Analytics Apprentice May 2021 – Present
Hands-on training in widely used tools including spreadsheets, SQL, PowerBI, Tableau, and Python.
NSS utilizes Github and Agile methodology for group projects and presentations.

Projects:

- Lahman Baseball (SQL): github.com/pfbabb/lahman-baseball-data-moneyball
- Metro Codes Project (Python): github.com/pfbabb/metro_codes_building_permits-moneyball

Commvault

April 2016 – September 2019

Cisco/NetApp Alliance Manager, South June 2018 - September 2019

- Implemented go-to-market and sales strategies with channel partners, alliance datacenter sellers, and field sellers.
- Worked with top regional and national resell partners.

Commercial Sales Representative, Southeast

April 2016 - June 2018

- Managed multistate territory with \$1M annual sales; Sold first new customer HyperScale Appliance, now reference customer.

Dell Technologies

2007 – 2016

Inside Account Manager IV, Dell Software Group

2014 – 2016

- Data Protection Specialist selling Backup & Recovery solutions for Federal customers.

Inside Product Specialist II, Dell Federal Sales

2012 – 2014

- Grew and maintained \$30M+ annual business of Howard medical carts for the Dept of Veteran Affairs.
- Influenced internal process for order management and tracking.
- Collaborated with Dell's Sales team and channel partner teams to close large opportunities.
- Circle of Excellence Winner FY14

Chat Sales Representative, US CSMB Chat Sales

2010 – 2012

- Bronze Award Q1FY12, Q2FY12, Q4FY12 Chat APOS Rep of the Quarter

Inside Sales Representative, US Consumer Sales

2007 – 2010

EDUCATION & CERTIFICATIONS

Data Analytics Bootcamp Certification • Nashville Software School

Expect. Grad. August 2021

Studied Technology Management and Business • Texas A&M University

- Corps of Cadets - Executive Officer Company B-1