

BLAKE THORNBROCK

BUSINESS ANALYST

CONTACT

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(123) 456-7890 
Boston, MA 
[LinkedIn](#) 

EDUCATION

B.S.
Business
Boston University
September 2010 - April 2014
Boston, MA

SKILLS

SQL
Excel/ Google Sheets
Tableau
Google Analytics
Leadership Experience
Problem Solving

WORK EXPERIENCE

Business Analyst
Lancer Insurance Company
May 2018 - current / Boston, MA

- Increased revenue by \$16M through analysis of data surrounding customer behaviors, vendor relationships, stakeholder goals, and workflows
- Discovered an additional \$3M in savings after compiling data and identifying dead industry trends
- Researched and prepared presentations for C-level suite regarding profitability reports, policies, internal operating inefficiencies, and industry trends
- Participated in product development planning, providing key insights based on predictive modeling, which allowed PMs to circumvent a \$50K legal fine

Business Analyst
ThreeBridge Solutions
August 2016 - May 2018 / Boston, MA

- Traveled 3 of 5 days to work with clients, observing business processes, interviewing staff, and documenting practices
- Conducted research, analyzed business operations, and problem solved operating inefficiencies, saving companies a combined 800 man hours a month
- Worked with stakeholders and clients to model and document goals, communicating transparently to meet 98% of deadlines
- Modeled data to generate reports comparing business process evolution, assisting C-level staff with appropriate KPIs based on improved operations

Product Modeling Analyst
Geico

August 2014 - August 2016 / Boston, MA

- Identified operating improvements from internal data with SQL, which reduced man hours by 8% year over year
- Tracked, extrapolated, and interpreted customer data using Python, SQL, and Excel to report customer behaviors and state-wide retention numbers
- Presented predictive modeling insights to C-level suite and stakeholders, participating in decisions surrounding policy packages that saved company \$3.2M in legal costs in 2015
- Worked with 3 analysts to institute a new modeling technique that saved 60 quarterly hours in customer comparisons