



## INFO



### Name

WILLIAM D. SMITH



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### Mail

Smithw8857@gmail.com



### GitHub & Portfolio

github.com/Smithw8857  
smithw8857.github.io



### LinkedIn

linkedin.com/in/smithw8857/

## CERTIFICATIONS

### MySQL BOOTCAMP

Udemy

Completed: September 2020

### MYSQL ASSESMENT

LinkedIn

Completed: September 2020

### JAPANESE LANGUAGE PROFICIENCY TEST

N5 Level

Completed: December 2015

# WILLIAM D SMITH

DATA ANALYST

## PROFESSIONAL SUMMARY



FEBRUARY 2019-  
MAY 2020

### ENTERPRISE HOLDINGS, LOUISVILLE KY MANAGEMENT

- Marketed on a consistent basis to cultivate 15% branch growth within our territory
- Maintained relationships with existing accounts while driving additional account revenue
- Awarded City MVP for exceptional performance 5 times throughout employment
- Provided exceptional service and was responsible for city-leading customer service scores in 3 different locations
- Learned how to run all aspects of a branch and performed back-end operations to ensure branch success
- Mastered the organizational, forecasting and communication skills required to efficiently lead a branch and was tasked with managing a team of employees
- Created methodology to increase branch growth, revenue and customer service while decreasing direct costs
- Performed sales-based operations while working with customers to drive additional branch revenue
- Maintained a track record of successful and leading sales numbers within a competitive environment



MARCH 2018 -  
NOVEMBER 2018

### PINEHURST TOYOTA, SOUTHERN PINES, NC BUSINESS DEVELOPMENT SPECIALIST

- Mastered the use of CRM systems to bridge the gap between our business and potential consumers
- Contributed more than 20% of Business Development's sales per month
- Increased business foot traffic by pursuing new sales leads and scheduling client appointments
- Managed potential and previous client sales cycles
- Researched company products to properly identify client needs and suggest appropriate solutions
- Provided non-marketing related assistance to clients, ranging from customer support to financial assistance



APRIL 2015 -  
JULY 2017

### INTERAC, TOKYO, JAPAN ASSISTANT LANGUAGE TEACHER

- Taught English as a second language to first through ninth grade students
- Collaborated alongside faculty to provide a fun and immersive learning environment
- Tutored extracurricular English lessons for students preparing for yearly conversational contests
- Took on positions at 2 Junior high schools and 3 elementary schools over 2 and a half years
- Attended bi-monthly Board of Education meetings to share teaching insights and techniques with peers
- Created a methodology for quickly and effectively learning Japanese and presented it to peers



MAY 2013 -  
AUGUST 2013

### MARKETERS ANONYMOUS, NEW YORK, NY INTERN/BRAND MANAGER OF GOSAYIT

- Managed a smooth launch of the GoSayIt mobile application
- Conducted marketing research through interviews and feedback sessions
- Created social media concepts, campaigns and designs in preparation for the GoSayIt launch





## EDUCATION



2010 - 2014

### ROWAN UNIVERSITY BACHELOR OF SCIENCE: MARKETING

## SKILLS AND EXPERTISE

SQL   
Data Analytics   
Database   
CRM Systems   
Team Player 

MsWord   
Flexibility   
Leadership   
Node.js   
Python 