

WILLIAM D. SMITH

DATA ANALYST

PROFESSIONAL SUMMARY



INFO



Name

WILLIAM D. SMITH



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Mail

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LinkedIn

linkedin.com/in/smithw8857/



GitHub & Portfolios

github.com/Smithw8857

smithw8857.github.io

public.tableau.com/profile/smithw8857

CERTIFICATIONS

MySQL BOOTCAMP

Udemy

Completed: September 2020

HANDS-ON TABLEAU TRAINING FOR DATA SCIENCE

Udemy

Completed: October 2020

MySQL ASSESMENT

LinkedIn

Completed: September 2020

JAPANESE LANGUAGE PROFICIENCY TEST

N5 Level

Completed: December 2015

FEBRUARY 2019-
MAY 2020

ENTERPRISE HOLDINGS, LOUISVILLE KY MANAGEMENT

- Promoted throughout employment
- Analyzed branch data and trends in order to cultivate 15% branch growth within our territory
- Helped lead a branch of employees and performed back-end operations to ensure branch success
- Awarded City MVP for exceptional performance 5 times throughout employment
- Maintained relationships with existing accounts while driving additional account revenue
- Provided exceptional service and was responsible for city-leading customer service scores in 3 different locations
- 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
- 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
- Analyzed customer trends and previous client sales cycles in order to achieve more than 20% of the Business Development department's sales per month
- Increased business foot traffic by pursuing new sales leads and scheduling client appointments
- Researched company products to properly identify client needs and suggest appropriate solutions
- Provided additional 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 and collected data 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
Tableau

Team Player
Flexibility
Leadership
Node.js
Python