

## **YASEEN RAHMAN**

London, N11 3JN

Mobile: 07412887779 Email: rahman.yaseen27@gmail.com

### **Education**

---

**City University of London - BSc (Hons) Mathematics**

**2019 - 2022**

**Awarded: Upper Second-Class Honours**

Modules: Programming and Computational Mathematics, Applications of Probability and statistics, Mathematical Processes of Finance, Differential Equations, Linear Algebra

**The Compton Sixth Form**

**2017 - 2019**

A Level: Mathematics, Further Mathematics, Business Studies

**Compton School**

**2012 - 2017**

12 GCSEs at A\*- B

### **Professional Experience**

---

**News UK – Data Focused Summer Internship**

**Jul 2023 – Aug 2023**

- Collaborated Closely with Data scientists to drive the successful integration of a new digital media feature amplifying sharing capabilities.
- Engaged in intensive project discussions, actively contributing insights that accelerated project timelines and culminated a 15% reduction in project completion time.
- Shadowed Data Scientists, immersing in firsthand data analysis, modelling, and visualisation techniques using Tableau and Power BI, instrumental in refining feature development.
- Strategically interfaced with project managers, internalising time constraints and risk dynamics.
- Dynamic Cross-functional exposure- Orchestrated seamless communication with business analysts, fostering a comprehensive perspective of harmonising innovative technology with business objectives.

**Endeavour Hyundai - North London – Sales Specialist**

**Aug 2022 – Jul 2023**

- Achieved high sales targets by effectively promoting and closing deals. Recognised as top sales generator for 3 months.
- Created and oversaw a versatile tool which tracked: potential leads, vehicle work progression updates and finished contracts. Resulting in 20% lead conversion rate and average used vehicle delivery time decreased by 3 days.
- Scheduled and facilitated 50+ prospective customer appointments monthly, resulting in a 10% increase in personal sales.
- Actively participated in morning meetings and focussed discussions on leads, appointments, and handovers
- Secured an average of 14 sales per month including 2 add-on products per sale by effectively addressing objections, negotiating prices, and presenting comprehensive aftersales benefits.
- Expertly managed enquiries from various channels including online requests, inbound calls, walk-ins.
- Cultivated excellent relationships with customers ensuring repeat sales, referrals, and exceptional reviews.

**Tesco/ Co-operative/ Marks & Spencer's – Sales Associate/ Team member**

**Nov 2018 – Dec 2021**

- Platforms: Workday, Decision Support Systems (DSS), Transaction Processing Systems (TPS)
- Facilitated onboarding and training sessions for new employees, ensuring a smooth transition and integration.
- Consistently contributed to store achievement of sales target by 30% on average (Co-operative)
- Fostered positive and lasting relationships with regular customers, providing personalised assistance and tailored recommendations.
- Played a key role in fostering a friendly and positive environment, contributing to a cohesive and motivated team.

**TK Maxx European Headquarters – Finance and E-commerce (EMEA)**

**Jul 2019 – Aug 2019**

- Platforms: Google analytics, Microsoft office 365, Loss Manager, IDM Software
- Identified gaps in business offerings, maximising revenue and improving performance during insightful meetings with management.
- Collaborating within a team to improve the work culture and rate of inclusivity.
- Executed 3 short-term projects to improve the working environment and productivity.
- Proactively networked within TK Maxx to source, replicate, or implement innovative ideas for process improvement, while generating a forecast for traffic in the 'Organic & Direct' channels through data and trend line analysis using Google Analytics and assisting exclusively on the 'Long-Range Model' within the 10-year budget where findings were presented to management with evidence.

### **Skills & Achievements**

---

- Current course(s) of study; 1) **Python** 2) **Excel A-Z** 3) **Python for Data analysis and Visualisation** 4) **Tableau** 5) **SQL** 6) **R**
- Proficient in using Tableau for data visualisation and analysis. Experienced in creating interactive dashboards, reports, and visualisations to communicate insights effectively.
- Excellent communication, teamwork, problem-solving, customer-centric approach, negotiation skills, analytical thinking, research skills, data interpretation, diligence, data visualisation, CRM systems, time management, persuasion, and influence.
- Statistics and Probability: Strong background in Mathematics, with a focus on statistics and probability.
- Languages: English (Native), Bengali (Native)