

Zachary Taylor Carrasco - Burge
<https://www.linkedin.com/in/zachary-carrasco-burge-b15504100/>
<https://github.com/Ztburge/ZacharyBurge>

Summary

Data-driven professional with 8+ years of experience in business development, sales, and project management, seeking to leverage quantitative skills and technical expertise in a Master of Science in Information Technology (MSIT) with a Data Science concentration. Proven track record of exceeding sales goals, optimizing operations, and utilizing data analysis for business growth. Skilled in Python, SQL, Git, Ubuntu, Google Colab, and Amazon Web Services (AWS). Eager to contribute expertise and analytical thinking to solve real-world problems through data science.

Education

- Cal Poly Pomona (Present - May 2023)
 - Bachelor of Arts in Business Administration, GPA: 3.0 (expected)
 - Relevant Coursework: Market Analysis and Control (B+), Intro to Calculus for Business (B), Statistics for Business (A-)
- Fullerton College (2018-2020)
 - Associate of Arts in Business Administration
 - Associate of Arts in Interdisciplinary Studies
- Rio Hondo College (2011-2013)
 - Studied Fire Science
- West Point (2009-2011)
 - Participated in Division I football
 - Developed leadership and networking skills

Experience

Apex to Zenith Consulting (2019-2022) | President of Business Administration and Account Management

- Data-Driven Prospecting: Led data-driven prospecting initiatives, leveraging market analysis and Python scripts to identify new clients, increase revenue by 20%, and improve customer satisfaction by 15%.

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- Technology Integration: Managed technology partnerships, integrating data analysis tools (e.g., Tableau) to streamline operations and gain competitive advantage.
- Project Management: Utilized Git to manage project documentation, ensure efficient collaboration, and develop and implement SQL queries for customer insights.

Karla Dennis & Associates (2018-2019) | Business Development Coordinator

- Project Optimization: Streamlined project management by analyzing task dependencies and resource allocation using Python scripts, reducing completion times by 10%.
- Data Visualization: Developed and delivered multimedia presentations using data visualization techniques in Google Colab to secure new contracts and expand client base by 5%.
- Data Collaboration: Created and maintained data models using Git, enhancing data accessibility and collaboration across departments.

Clean Cut Technologies (2017-2018) | Project Coordinator

- Process Improvement: Designed and implemented workflow diagrams using data analysis to optimize operational efficiency, resulting in a 12% reduction in production costs.
- Training and Development: Developed and maintained training documents using Git, promoting knowledge sharing and improving team performance.
- Client Communication: Led client meetings and presented data-driven insights using Power BI, fostering trust and ensuring project alignment with client goals.

Technical Skills

- Programming Languages: Python, SQL
- Version Control: Git
- Operating System: Ubuntu
- Cloud Platforms: Google Colab, AWS (S3, Lambda)
- Data Analysis Tools: Tableau, Power BI, Jupyter Notebooks
- Project Management Tools: Asana, Trello

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Additional Information

- United States Military Academy (2011-2012) - Competed in division I level collegiate football.
- United States Military Service (2009-2012) - Developed leadership, teamwork, and discipline skills.
- Strong communication and interpersonal skills, demonstrated through successful client and team management experience.

References

- Alexander Hubl, Regional Sales Director, North Western Aerospace | (714) 273-3628 - Can speak to a data-driven approach to business development and project management.
- Colonel William Hoppe, United States Army | (732) 337-1583 - Can vouch for leadership, teamwork, and discipline skills from his military service.
- Sabrina Lu, Owner, LED IDEA and We Rock The Spectrum | (562) 665-9538 - Can speak to technical expertise in Google Colab and data visualization skills.
- Jeremy Chiong, Operations Analyst, Clean Cut Technologies | (714) 606-1045 - Can provide insights into management skills and process improvement initiatives.
- Captain Richard Mendoza, United States Army | (562) 912-5835 - Can highlight leadership and communication skills from his military experience.