

Alessandro Branco

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Data analyst

Experienced sales manager with 3+ years of experience driving a 35% online revenue growth within 1 year. Achieved a 20% increase in sales team productivity in 10 weeks and a 15% improvement in customer relationship management. Implemented new strategies resulting in a 25% surge in customer retention within 3 months.

WORK EXPERIENCE

Dania18 California Llc

09/2021 - 04/2024

Sales Manager

- Boosted online revenue growth by 35% through strategic enhancements to Power BI and Salesforce reports, consistently surpassing financial targets.
- Analyzed market, order, and sales data to create weekly reports using advanced excel formulas, improving data accuracy and enabling informed decision-making
- Implemented new CRM system resulting in a 20% increase in sales team productivity in 10 weeks and a 15% improvement in customer relationship management.
- Created visually compelling reports and dashboards using Power BI and Salesforce, leading to a 25% improvement in data-driven decision-making within 3 months.
- Interpreted and presented sales data effectively, enabling clear communication and informed decision-making for the sales team and leadership.

Salesperson

- Delivered exceptional customer service, fostering client relationships and providing ongoing support, resulting in improved customer satisfaction and retention rates
- Analyzed and consolidated sales data to produce weekly, monthly, and quarterly reports, leading to improved decision-making and increased productivity.
- Independently analyzed and presented sales data to drive clear communication and strategic decision-making, leading to a 15% increase in sales forecast accuracy within 6 months.

Moderna Organizacao Pedagogica (MOPI) • Rio de Janeiro

Mathematics Teacher • Full-time

- There was a 20% increase in students' enrollment in advanced math classes by implementing new teaching methods in 3 months, leading to a more challenging learning environment.
- Increased mathematics engagement and participation by 20% by introducing an engaging curriculum, leading to a more dynamic classroom environment and improved learning outcomes.
- Mentored and coached struggling students, leading to a 20% increase in passing grades and a more positive attitude towards mathematics.

EDUCATION

Ma In Mathematics

Universidade Do Estado Do Rio De Janeiro

Bs In Mathematics

Universidade Federal Rural Do Rio De Janeiro

SKILLS

- analytical skills
- Best Practice
- Bootstrap
- build reports
- business analytics
- Business needs
- Cascading Style Sheet
- Communication skills
- Customer Feedback
- Customer Relationship Management
- Customer Service
- Database Management
- Data Visualization
- develop and maintain
- Developer Tools
- engagement and retention
- Forecasting
- Friendliness
- Git
- Hypertext Markup Language
- JavaScript
- Management
- Microsoft Excel
- Natural Language Processing
- Negotiating
- Power BI
- problem-solving
- Productivity
- Python
- Revenue Growth Management
- Rigorous Testing
- Sales Tracking
- Sentiment Analysis
- Service Quality
- Shopify
- Software Technical Support
- SQL
- Syntactically Awesome Style Sheets
- Tableau Software
- Teamwork
- Visual Studio Code
- Web Performance
- Web Technology
- WordPress