Allan Steel

Curriculum Vitae

# Personal Details

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Nationality British

Sex Male

## Executive Overview

I am experienced data specialist with a unique blend of technical knowledge and business experience. With several years’ successful data consulting, sales, marketing and management experience, I have consistently demonstrated commitment, motivation and strong personal drive. I have a keen interest in data analysis and have just finished an MSc in Business Intelligence and Data Mining. I have a skill set that matches Google’s requirement for a Business Intelligence Analyst and I could contribute effectively to Google’s future success.

## Experience and Skills

Data Analysis

* Databases/SQL - expertise in relational (Oracle Certified Professional) and NoSQL databases.
* Business Intelligence - Oracle Business Intelligence and Publisher.
* Data Mining – Rapid Miner and R.
* Integration – Oracle Data Integrator and Talend Data Integrator.
* Programmed in C++, VBA, SQL, PLSQL, Python, HTML and CSS.
* Developed business applications with Microsoft Access, Excel and VBA.
* CRM tools – Salesforce certified administrator.
* Consulting experience with Middleware, SOA and Data Integration technologies.

Technical Consulting

* Over 10 years experience in IT including software engineering, data analysis and consulting.
* Team player working in rapidly evolving, fast-paced environments.
* Worked closely with sales and marketing teams for rapid development of sales and marketing activities.
* Analytical, data orientated with attention to detail and strong project management skills.
* Partnered with engineering teams to plan and project manage multiple customer solutions.
* Extensive experience in Solution Sales, understanding customer’s complex requirements and matching them to product offerings.
* Continual development of technical skills and knowledge.

Sales and Marketing

* Several years of enterprise sales with Oracle, IBM, 10gen and Rogue Wave Software.
* Experience of various business sectors including Financial Services, Telco and Public Sector.
* Trained in SPIN, Sandler and Consultative Selling methodologies.
* Strong project management skills.

Communication Skills

* Excellent verbal and written communication skills.
* Business presentations – effective in both face to face and web based environments.
* Numerous product demonstrations.
* Marketing Seminars – experience of presenting full and half day product seminars.
* Training Delivery – I have delivered training sessions for both individuals and groups.

Management

* Business owner and entrepreneur employing 25 staff.
* Developed and executed marketing plans.
* Recruited, built and motivated a sales team.

# Career History

2014 – date Bord Gais, Dublin. Data Analyst with responsibility for generating reports and insights from IT systems including

2013 – 2013 Salesforce, Dublin. Technical Sales Engineer providing deal support for sales teams including building out analytical solutions. Running rigorous discovery sessions and matching business value to customer needs.

2012 – 2013 10gen, Dublin. Technical Account Manager, selling services around the NoSQL database MongoDB.

2011 – 2012 IBM, Dublin. Sales Specialist, covering services, networking technology and cloud based offerings.

2007 – 2011 Oracle Direct, Dublin. Pre-Sales Consultant specialising in the database, BI and middleware solutions. I solved customer problems in complex business environments with Oracle technology.

2004 – 2007 Business owner, Dublin, Ireland. The role comprised managing all aspects of the enterprise with particular emphasis on sales and marketing.

1999 – 2003 Rogue Wave Software, Reading, Berkshire, UK – Pre-Sales Consultant. The position required technical knowledge and strong business acumen.

1998 – 1999 Lockplan Software, Bicester, Oxfordshire, UK - Software developer. Application development using Visual C++, MFC, COM and SQL Server.

1991 -1992 AEA Technology, Cumbria, UK - Higher Scientific Officer.

# Education

1992 – 1996 UMIST, Manchester, UK. PhD - Chemistry.

1988 – 1991 Lancaster University, Lancashire, UK. BSc Chemistry – First class honours.

1985 – 1987 St Mary’s Sixth Form, Blackpool, Lancashire, UK. 4 A-Levels.

1980 – 1985 Knowle High School, Blackpool, Lancashire, UK. 8 O-Levels.

# References

Available on request.