

AMANDA GLOOR

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An energetic and creative professional, Amanda blends a passion for biology and technology with a strong background in agricultural science and entrepreneurship. With her unique skill set, she intertwines practical abilities with her diverse interests, delivering innovative solutions for today's fast-paced Agri-tech landscape.

Work Experience

Independent Contractor (Horticulture)

Ottawa, ON - 01/2016 - present

Co-Founder, Terranova UAV

Ottawa, ON - 07/2022 - 03/2023

- A GIS mapping start-up, focused on using drone and multispectral technology for agricultural data collection and analysis. Leveraged sales expertise and horticulture knowledge to contribute to the company's growth.
- Led the execution of client projects, overseeing customized mapping plans and conducting data analysis to deliver valuable insights. Facilitated sales and development meetings and participated in high-impact events such as tradeshow and tours, effectively conveying the company's strength and value proposition.
- Played a pivotal role in driving company growth through the identification and establishment of strategic partnerships, identifying and capitalizing on sales opportunities.
- Led the conceptualization and development of a cutting-edge agri-tech solution for crop threat detection, utilizing drone-based multispectral and high-resolution imagery, and devising algorithms for identifying threats such as weeds, diseases, and drought. Developed a methodology for collecting georeferenced field data, enabling precise threat localization, mapping, identification, and quantification of affected areas, ultimately transforming raw data into actionable insights for targeted interventions.

Medical Sales Consultant, I-MED Pharma

Montreal, QC - 01/2022 - 09/2022

- Employed a consultative sales approach to manage 150+ accounts, driving sales of dry eye treatment products bilingually. Established strong client relationships and consistently exceeded sales targets and KPIs.
- Conducted product presentations and training, market research, and coordinated product launches.
- Leveraged data analysis to design a comprehensive predictive model, forecasting client purchasing behaviors, including preferences, quantities, and timing. Successfully applied this model to the account portfolios in practical scenarios, and measured accuracy rates in predicted return client purchasing patterns.

Audit, Station Mont-Tremblant

Mont-Tremblant, QC - 11/2020 - 08/2021

- Audited daily financial transactions for 5 hotels, ensuring accuracy and balance using *Oracle* and *Lightspeed*.
- Prepared daily financial reports, supplying key performance insights to management.

Projects

Current

- Automated rendering of Vegetative indices from Landsat-9 Satellite of Agricultural land using Python and R
- Automating Business Operations for Real Estate Team using AI.

Previous

- Multi-Spectral Sensor-Based Analysis of Winter Wheat for Carbon Sequestration Studies for Agriculture and Agri-Food Canada (*January 2023*).
- Analysis of CO2 sequestering tilling methods using vegetative index calculations on multi-spectral maps, collected via drone at the Experimental Farm (*October 2022*).
- Developed a custom Notion-based CRM with databases for a start-up company, utilizing scripting, APIs, and meticulous configuration to automate processes and seamlessly synchronize data with other applications (*November 2022*).
- AI-Powered Mobile Application for plant-identification (2018)

Skills

Technical Skills

Python, R, SQL
Multi spectral imaging
LiDar imaging
Flask, PyTorch, TensorFlow
Version control; Git
Database management
HTML, CSS and some Javascript
Testing and Debugging
Advanced mathematics
Excel/Microsoft Suite
Linux/ WSL2

Sales Skills

Creating new industry relationships
Market research & trend analysis
Product presentation and training

Analytical Skills

Data analysis and interpretation
GIS mapping and analysis
Financial auditing and reporting

Agricultural Skills

Tractor experience
Vegetative index mapping
Variable-rate spray mapping
Plant identification and knowledge
Sustainable Ag practices
Threat identification & mitigation

Languages

English: *Native*
French: *Fluent*
Spanish: *Intermediate*

Education

OpenEDG Python Institute

Python PCEP Certification

April - June 2023

Algonquin College, Ottawa, ON

Horticulture 2017-2020

- OSSTF Scholarship
- UN Sustainable Dev. Goals Youth Training 2018
- Certificate of Sustainability 2018
- WHMIS & OSHA 2017

Dawson College, Montreal, QC

Media and Communications
2012 - 2014

Certifications

Python PCEP, The Python Institute
June 2023

Associate Developer, AWS
Summer 2023