

Job Match Scoring Report

Candidate: Antonio Gutierrez Amaranto **Position:** Sales Operations Analyst **Company:** Truelogic Software **Date:** 2025-10-22 **Report Generated:** 2025-10-22 22:45

Overall Match Score: 70.8% - STRONG FIT [EXCELLENT]

— 70.8%

Recommendation

STRONG FIT

Apply with confidence. Emphasize your key strengths.

Dimensional Analysis

1. Technical Skills Match: 62.1% [GOOD]

Weight: 30% | **Contribution to Global Score:** 18.6%

— 62.1% - Good

Analysis: 3/5 technical skills matched

[+] **Matched Skills:** - dashboard - automation - excel

[!] **Missing Skills:** - bi - ai tools

2. Experience Depth & Relevance: 91.0% [EXCELLENT]

Weight: 25% | **Contribution to Global Score:** 22.8%

- 91.0% - Excellent

Analysis: 5+ years with 6 quantifiable achievements

- **Years of Experience:** 5+ years
 - **Quantifiable Achievements:** 6
 - **Years Score:** 100%
 - **Responsibility Level:** 70%
 - **Impact Score:** 100%
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3. Domain Knowledge: 50.0% [WARNING]

Weight: 20% | **Contribution to Global Score:** 10.0%

— 50.0% - Moderate

Analysis: 3/6 domain areas matched

[+] **Relevant Domains:** - E-Commerce - Bi Reporting - Technology

4. Soft Skills & Cultural Fit: 100.0% [EXCELLENT]

Weight: 15% | **Contribution to Global Score:** 15.0%

100.0% - Excellent

Analysis: 5/5 soft skills demonstrated

[+] **Demonstrated Soft Skills:** - Collaboration - Communication - Leadership - Stakeholder - Training

5. Achievement Quality: 44.0% [WARNING]

Weight: 10% | **Contribution to Global Score:** 4.4%

####—— 44.0% - Moderate

Analysis: 3 high-quality achievements mapped to 10 requirements

- **High Quality Matches:** 3
 - **Medium Quality Matches:** 0
 - **Low Quality Matches:** 7
 - **Total Requirements:** 10
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Key Strengths for This Role

1. Experience

5+ years with proven track record

Evidence: 6 quantifiable achievements

2. Domain Knowledge

Relevant industry experience

Evidence: e-commerce, bi_reporting, technology

Gaps & Mitigation Strategies

[GOOD] Gap: Bi

Area: Technical Skills | **Impact:** Medium

Mitigation Strategy: Highlight transferable skills and willingness to learn bi.

[EXCELLENT] Gap: Ai Tools

Area: Technical Skills | **Impact:** Low

Mitigation Strategy: Emphasize adaptability and quick learning. Consider completing OpenAI API tutorial.

Actionable Recommendations

1. [NEEDS IMPROVEMENT] [High Priority] Review missing technical skills before applying

Focus on: bi, ai tools

2. [GOOD] [Medium Priority] Strengthen your achievement examples

Add more quantifiable metrics to your experience

3. [NEEDS IMPROVEMENT] [High Priority] Prepare specific examples

Ready 2-3 stories highlighting: dashboard, automation, excel

Detailed Requirement Matching

Match Level	Requirement	Evidence
[GOOD] Moderate	Manage and optimize HubSpot CRM to maintain data a...	Architected consolidated business intelligence dashboard int...
[GOOD] Moderate	Build and analyze sales dashboards and reports to ...	Architected consolidated business intelligence dashboard int...
[WARNING] Weak	Oversee deal management, contract renewals, and cl...	No direct evidence, transferable skills applicable
[WARNING] Weak	Collaborate with Marketing, Finance, and People Ca...	No direct evidence, transferable skills applicable
[WARNING] Weak	Drive continuous improvement by implementing proce...	No direct evidence, transferable skills applicable
[WARNING] Weak	2–4 years of experience in Sales Operations, Reven...	No direct evidence, transferable skills applicable
[EXCELLENT] Strong	Skilled in Google Workspace, Zoom/Google Meet, and...	Architected consolidated business intelligence dashboard int...
[WARNING] Weak	Strong analytical and business acumen, capable of ...	No direct evidence, transferable skills applicable
[WARNING] Weak	Basic understanding of software development, QA, D...	No direct evidence, transferable skills applicable
[WARNING] Weak	Excellent communication skills in English and Span...	No direct evidence, transferable skills applicable

Next Steps

[+] Recommended Actions:

1. **Apply within 24-48 hours** - This is a strong match
2. **Preparation time:** 2-3 hours recommended
3. **Focus areas:** Review the strengths above and prepare specific examples

4. **Cover letter:** Emphasize key achievements that align with requirements
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About This Report

This report was generated automatically by the **Advanced CV Personalization & Scoring System**.

Scoring Methodology: - **Multi-dimensional analysis** across 5 key areas - **Weighted scoring** based on importance of each dimension - **Evidence-based matching** using candidate's actual achievements - **Transparent calculation** with detailed breakdowns

Confidence Level: This scoring is based on keyword matching and achievement mapping. Individual job requirements may vary, and human judgment should be used to complement this analysis.

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