

TRAN K

+84-825-073-789



baotrank.data@gmail.com



Data Analyst | Data Visualization | SQL Expert

Da Lat, Viet Nam



Dynamic and results-driven professional with a proven track record in sales seeking to transition into a Junior Data Analyst role. Well-versed in data analysis techniques, statistical methods, and data visualization tools. Poised to embark on a journey of discovery, where curiosity meets analytical prowess.

Experience

Senior Sales Associate at Xuan Thao Ltd.

2021 - Present

Food wholesale-retail business

- Developed and implemented innovative sales strategies resulting in a 16.67% increase in revenue over 3 years.
- Cultivated and maintained strong relationships with key clients, resulting in repeat business and increased customer satisfaction.
- Conducted market research to identify new business opportunities and trends, resulting in the expansion of the client base by 30.4%.
- Acted as a mentor to junior sales associates, providing ongoing support and guidance to foster professional development and career growth.

Junior Sales Associate at Xuan Thao Ltd.

Jan 2020 - Mar 2021

- Provided exceptional customer service, addressing customer inquiries and resolving issues in a timely and professional manner.
- Achieved and exceeded sales targets through proactive engagement and upselling techniques.
- Maintained a high level of product knowledge to effectively assist customers in making informed purchasing decisions.

Education

RMIT University

Oct 2016 - Dec 2019

- Bachelor of Business
- Major in Business Information Systems, Minors in Finance

Skills

- SQL (MySQL, SQL Server)
- Python
- BI Tools (Tableau, PowerBI)
- Data Analysis & Data Visualization
- Customer Relationship Management
- Attention to Details
- Problem-solving
- Data-driven Storytelling

Relevant Coursework

- Advanced Excel: Power Modelling Bootcamp
- SQL - MySQL for Data Analytics and Business Intelligence
- Tableau A-Z: Hands-On Tableau Training for Data Science
- The Complete Python Bootcamp From Zero to Hero in Python
- 100 Days of Code: The Complete Python Pro Bootcamp