# ANTHONY NI

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## Summary

## Data professional combining sales, analytics, and CI/CD Jenkins for deployment in Google Cloud. Client outreach, Salesforce workflow, and live data dashboards. Generated $1M+ annual WHS grants with Premium web Power BI dashboards (Acciona). Saved $250K annually by automating Excel logistics processes. Implementing Google Workspace Vault in eDiscovery credential management. (Woolworths).

## Professional Experience

## Good Hope Pty Ltd

Data Analyst, Newtown | August 2025 – Current

* Create real time interactive dashboard with polygon.io for market insights target investor relations.
* Fetch market data via domain API. Power BI Map visualizations for rental and suburbs pricing trends.
* Standardize release via GitHub Enterprise on secrets as variables, increase deployment efficiency.

Sales Consultant, Newtown | November 2024 – August 2025

* Phone calls in negotiating contracts with institutional investors property assets service delivery.
* Qualify leads in Exact CRM, Stage progression and contractors schedule for property maintenance.
* Outbound prospecting of 30 Calls per day to book property rental management meetings with managers. Achieve a show-up rate of 40% and generate prospective overseas clients of 3 per week.

### HCA

Customer Service Administrator, Town Hall | April 2025 – July 2025

* Update customer profiles after calls in Salesforce: created custom objects and Emergency Contacts with validation rules to prevent data entry errors, improving first time accuracy by **15%**.
* Verify client records: delivery address and payment plan against NSW Health for billing accuracy.
* Setup salesforce flow to trigger follows up across all seven states, reduce manual updates by 10%.

### Acciona

Data Administrator, North Sydney | June 2024 – November 2024

* Real-time Power BI Premium dashboard for Western Harbour Tunnel Project (Waverton to Rozelle), deliver instant WHS statistics and injury reports. Enable incident response for senior management. Secured $1Million annual grant funding from Transport for NSW to support ongoing safety analytics.
* Power automates workflows migrate onboarding process to 3D safety 100-point ID validation. Ensure full training complete in operating worksite equipment with valid White Card.
* Design and achieve grant with Python flask mobile application to Signoff Workday training.

## Futu Holdings Limited

Sales Development Representative, Town Hall | August 2022 – Mar 2023

* Upsell clients for platform subscription. 10% conversion to paid account tracking with Salesforce.
* Handle outbound calls to current clients and drove KYC/ deposit completion via WeCom (WeChat Corporate) and WhatsApp.
* Deliver RG146 compliant market updates and promotion features to improve trial to paid activation.

### Woolworths Group

Test Analyst, Norwest | January 2021 – August 2022

* Implement Python Selenium Test automation, reducing 10% manual testing cost for 5+ JavaScript apps.
* Google Workspace Vault integration for E discovery and credential management with secret manager.
* Generate savings of $250K by automating Google Sheets with vision API to extract logistic data.

## Jetstar

Customer Service Officer, Mascot | May 2023 – February 2024

* Manage passenger service inquiries, including booking amendments and additional service offerings.
* Maintain accurate CRM flight records and promote flexible plans for flight rescheduling and extra luggage.

Education

University of Technology, Sydney  
Bachelor of Science in Analytics | January 2017 – December 2020

* Excel, Tableau data visualization and statistics projects using Python and R.
* Conduct 100 people surveys in Mental Health with Qualtrics and Oracle SQL.

## Skills

Python, SQL, Power BI Premium, Excel, Google Sheets, Azure Data Studio, Power Automate, Atlassian Jira, Eclipse IDE, Anaconda, Google APIs, Exact CRM, Workday, ServiceNow, 3D Safety, ETL, Marketstack, Vision API, PowerShell, Jenkins CI/CD, Salesforce Workflow, Redis, Firebase, Grok CLI. GitHub Copilot. Netlify.