

# ANDREW CLARK

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Dallas, TX



## EXPERIENCE

Lead Business Analyst 2019 - Present

**Network Solutions LLC** Dallas, TX

- Created new strategies to manage \$2 million of accounts at risk, resulting in an increase of 4% in revenue in 6 months
- Led the effort to deploy an automated time and expense reporting system that involved more than 200 onsite and 50 offsite personnel working across 5 locations.
- Oversaw the budget and schedule of a project to recruit, hire, and train 150 new employees at five new locations.

Senior Business Analyst 2017 - 2019

**Networking Solutions LLC** Dallas, TX

Network Solutions LLC

- Increased gross revenue of 15% in 2018 compared to 2017 with no change to fixed costs
- Reduced warehouse processing time by 30% in just 3 months while industry norm is 10 months
- Achieved project milestones and deliverables with an internal and external team of 10+ analysts

Business Analyst 2017 - Present

**Digitalk** Dallas, TX

Digitalk is an affiliate brand of the Digitouch Media Group. Company is mainly focused on audience based programmatic display marketing.

- Helped maintain customer satisfaction and productivity metrics above target for 3 consecutive quarters
- 2005 exceeded the incremental spend target by 120%
- Responsible for all HR related systems (2015-2016)
- Managed platform integrations with 7 partners and 4 Banks

Business Analyst 2016 - 2017

**Stracke** Dallas, TX

Stracke is a leading company on the telecommunications market in Bulgaria with a 20-year-long history. The telecom more than 4,2 million customers.

- Operations consisted of 4 operating mines, 3 head office locations and multiple exploration entities.
- Established and led agile team of 5 people covering font, backend and testing activities for the product.

Business Analyst 2013 - 2016

**Lauzon** Dallas, TX

Lauzon is a 30-year-old limited company in the printing and packaging field with over 150 employees

- Prepared 2016 Budget with Variance analysis to prior years
- Assisted merger in advances electronics space, identifying synergy opportunities of \$ 60 M
- Reduced IPS (Customer Issues) by 2.2% while impacting merely 3% of GMV
- Designed and maintained 10+ data integration jobs

## ACHIEVEMENTS

GE Key Contributor Award - Alstom Integration Project

Met 7% deflation target and augmented cash impact through negotiations for LATAM legal services; total savings=\$90K+

External Adwords Consultant - Happydemic

As Team lead for Google challenge, built an Adwords campaign for the firm, achieving 50% more than estimated leads and conversions

Planned & Created a New IT Dept

from 0 to 160 employees in 6 months

Communicated process updates

to over 1,000 employees in 12 countries.

## TRAINING / COURSES

OpenText Provision Process Modelling Workshop

(3 days - Dallas, TX)

OpenText Application Governance for Archiving - Integration with Microsoft Sharepoint

(5 days - Dallas, TX)

## STRENGTHS

Curiosity

5+ years experience in the NGO sector showed me that learning is a lifelong process and curiosity is a key to success.

Persistence

Once I believe in an idea or project I don't give up until I explore all options.

## EDUCATION

M.S.,Industrial Engineering

University of Wisconsin-Madison,USA  
2005 - 2007