

## FELIPE CLAVIJO

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### SKILLS

**Financial & Analytics:** Budgeting & Forecasting, ROI Analysis, Risk Assessment, KPI Development, Cost Optimization, Currency Management, Analytics, Business Development.

**Technical & BI:** Advanced Excel (VLOOKUP, Macros, Pivot Tables, Financial Modeling), SAP, AI, Python, Databricks, Power BI, ERP, Canva, V0, Figma, Cursor, Bolt, Claude, Replit, Prompt Engineering, Zapier, Supabase, N8N. Agentic frameworks, RAG, Eleven Labs, Async programming, Data Extraction, Embeddings/VectorDBs, LLMs, Agentic browser/computer use, MCP, Vercel, Nano Banana, Gemini, Google NotebookLM, Next.js, among others.

**Languages:** English, Spanish.

### PROFESSIONAL EXPERIENCE

#### Consulting Services

Remote - Part Time - Los Angeles, California

##### *Data and Analytics Strategy*

Jun 2025 – Current

- Manage comprehensive data operations for a dual-business startup and little size businesses, overseeing collection, processing, and analysis of data.
- Utilize web scraping techniques to gather actionable insights, enhancing business decision-making.
- Leverage AI tools like Cursor and Claude to streamline workflows and optimize data-driven strategies.
- Design and implement data warehousing solutions using cloud services to ensure scalable, secure, and efficient data storage and retrieval.

#### Clavijo Design

Remote - Los Angeles, California

##### *Project Manager*

Nov 2024 – Current

- Managed cross-functional team of 6 specialists delivering tailored furniture to luxury clients in Chile and Peru, including restaurant groups with 100+ upscale Santiago establishments, achieving 98% on-time delivery for orders averaging \$70K.
- Negotiated with premium manufacturers and shipping partners in China and Europe for custom Italian leather, securing 26% cost savings while maintaining luxury service standards across Santiago and Lima markets.
- Consolidated fragmented data from carriers, customs, and client systems into unified warehouse with ETL processes, improving reporting accuracy by 85% and eliminating manual reconciliation across international operations.
- Architected Power BI dashboards and advance analytical processes leveraging AI systems and automated integrations for executive and operations teams providing real-time data and financial metrics.

#### Pacific Trellis Fruit

Los Angeles, California

##### *Data and Business Analyst and VP Assistant*

Mar 2024 – Oct 2024

- Directed and automated market analysis for the Americas using BI tools and industry databases (Decofrut, USDA, Freshcargo), slashing processing time by 96% (2hrs → 5min) and delivering real-time insights to guide strategic decisions.
- Implemented end-to-end data mapping solutions for 2TB+ of company data in Excel, reducing processing time by 97% (1 hour to 2 minutes) and creating enhanced visualizations accessed by 50+ users across departments.
- Engineered executive dashboards for budgeting, forecasting, sales, supply and demand, and sourcing analytics (CEO, VP of Supply, VP of Sales), consolidating 15+ KPIs from 10 markets into a centralized data warehouse to accelerate strategic decisions with real-time insights.
- Architected Power BI data mapping solutions and interactive flows for 1TB+ of enterprise-wide historical data, slashing process time by 97% (1hr → 2min) and enhancing cross-departmental visualization for 50+ users, accelerating reporting cycles.

#### Eurotim

Sofia, Bulgaria

##### *Project Manager*

Jan 2022 – Apr 2024

- Directed 100% of lifecycle operations for Chilean wine portfolio, orchestrating market entry strategies, compliance, distribution networks, and pricing.
- Negotiated 28% price reductions with Chilean supplier, boosting profit margins for a \$4M wine portfolio.
- Led market research and strategy across 7 international markets, driving 15% penetration growth, generating \$1M+ revenue, and securing 20+ distributor partnerships within 18 months.
- Designed and implemented market entry risk assessment framework using advanced analytics, enabling data-driven evaluation of 500+ potential distributors (NILSEN Database) leading to optimized partnership selection across target markets.

#### CreateMee Agency (Personal Project)

Sofia, Bulgaria

- Boost clients' social media engagement for the purpose of increasing sales and boosting product positioning.
- Manage and build winning marketing strategies by working with clients to implement a strategy that will bring cohesiveness, growth, and engagement to their digital presence.

**Militzer & Münch****Imports/Export Data Analyst****Sofia, Bulgaria  
Jan 2021 – Dec 2021**

- Developed and presented a data-driven proposal for last-mile delivery business, analyzing 1,000+ delivery records to forecast market opportunities, securing \$250K in capital investment.
- Designed and implemented monitoring dashboards tracking 500+ monthly shipments across air, ocean, and road departments, improving delivery time accuracy by 15% and quality compliance tracking.
- Analyzed transportation data during 4-month secondment at Koch International, Germany, identifying key patterns in UK-EU trade flows with 80% accuracy for post-Brexit scenarios.
- Collaborated with business intelligence department to automate custom analytic reports through Power BI and scheduled data pipelines, reducing manual reporting time by 60% and eliminating data entry tasks (Germany).

**LLS USA****Import-Export Coordinator****Chicago, Illinois  
Sep 2020 – Jan 2021**

- Managed 100% of air/ocean freight import/export operations, including customs house brokerage and domestic/inland operations, ensuring strict deadline adherence and regulatory compliance for specific clients.
- Utilized Cargowise to streamline end-to-end shipment lifecycle management for 500+ monthly shipments.
- Leveraged Cargowise's reporting capabilities to develop real-time KPI dashboards, providing visibility into 10+ key metrics and enabling data-driven decisions.
- Spearheaded integration of Cargowise's Electronic Data Interchange (EDI) capabilities with key carriers and customs authorities, automating 50% of data entry processes and reducing customs clearance time.

**Sunrise Detox – Praesum Healthcare****Internship (Hybrid)****West Palm Beach, Florida  
Apr 2018 – Jan 2020**

- Improved reporting by implementing robust data entry and analysis, while updating sensitive confidential information and crucial company knowledge (insurance policies, location, contact information, specialization, etc.).
- Leveraged Salesforce and Excel to support the community outreach coordinator, marketing professionals, and the sales team.
- Effectively oversaw essential inventories and initiated orders as required.

**EDUCATION****Manhattan University, O'Malley School of Business  
B.S in Business Administration – Management/Econ****Class of 2020**

- Full Scholarship Recipient
- D1 Student-Athlete
- Coursework: Management of International Business – Supply Chain Management – Accounting I-II – Macroeconomics – Microeconomics – Money & Banking – Operation & Quality Management – Business Law – Principle of Business Finance – Statistics for Business – Introduction to Information Systems – Consumer Behavior – Negotiations and Conflict Management – Business, Government and Society

**Harvard Business School Online, Business Lessons Online Course****June 2020**

- Coursework: Entrepreneurship Essentials – Global Business – Leadership Principles – Management Essentials – Leading in Turbulent Times – Sustainable Business Strategy

**Former Pro Athlete**