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| Gabriel Toubian | | | | | | | | | | | | | | | | | | |
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|  | P |  | (514) 898-9765 |  | E |  | gtoubian@gmail.com |  | A |  | 1021 Ronsard  Deux-Montagnes, QC  J7R 7G1 | | |  | W |  | [Gabriel Toubian](https://urldefense.com/v3/__https:/www.linkedin.com/in/gabriel-toubian-14839a15__;!!MtjI3PGcDg!ccr9F1N7v1JSuwBEQz3ZWSF4C5pZkiy8ZV2r7EIMX4D1ndSGKmewYS1in3JbYPLc6ZI$) |
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| Objective | | | | | | | | | | | |  |  | | | | | |
| Languages | | | | | |
| Result oriented individual with strong aptitude for learning and a Diploma in Data Science. Seeking a Data Scientist/a Analysis position to utilize my skills, in combination with nearly 20 years of project coordination experience. | | | | | | | | | | | |  | * English: fluent * French Canadian: fluent  SOFTWARE PROFICIENCIES  * python * jupyter notebook * Tableau * Microsoft Windows * Microsoft Office Suite with Advanced Excel proficiency * Sharepoint * Quicken 2001 * AccPac * Simply Accounting | | | | | |
| Experience | | | | | | | | | | | |
| September 2009 – July 2020  **Contractor (roles listed below) • Microsoft Canada Inc. via IFG Global (Remotely based in Montreal, Quebec)**   * **January 2020 – July 2020 (COVID-19 Workforce reduction)**   **Business Sales Support Specialist – Eastern Canada**   * Provided support to the Microsoft Modern Workplace sales team with projects aiming to increase consumer success * Liaised with Canadian leadership to generate sales forecasts and plan for upcoming fiscal year * Liaised with business customers pertaining to product demo and customer satisfaction levels * Created department tools and databases for internal productivity tracking * Assisted leadership with various tasks including department newsletters. * **September 2019 – July 2019**   **Partner Development Manager – Eastern Canada**   * Coordinated with tier-2 partners to track business revenue (specifically CSP) and support growth of partner’s cloud business * Developed partner-specific business plans with focus on mutual priorities * Liaised with indirect providers and internal Microsoft resources to provide marketing tools and training pertaining to Microsoft products * Provided solution support for business and technical issues * Prepared and reviewed partner revenue reports * **September 2013 – July 2018**   **Enterprise Licensing Administrator – Eastern Canada**   * Internal procedure management and quality assurance * Data analysis, corporate licensing for Government of Canada * Assisted in generating enterprise licensing contracts (CPS and amendments) and sales scenarios * Sales pipeline management, including CRM maintenance * Sales forecast management * Cross-departmental project coordination * Project coordination with external partners, including yearly Canadian federal government contract renewals * **September 2009 – September 2013**   **Enterprise Services Sales Coordinator – Eastern Canada**   * Internal procedure management and quality assurance * Generated services sales contract * Sales pipeline management, including CRM maintenance * Sales forecast management * Cross-departmental project coordination   **August 2008 - April 2009**  **Service Contract Renewal Agent, ESI Technologies (Ville St. Laurent, QC)**   * Managed service renewal pipeline * Prepared quotes for existing clients * Managed client orders * Performed registration of service contracts with manufacturers * Partnered with account managers to generate sales   **June 2004 – August 2008**  **Sales Coordinator, Hypertechnologie Ciara (Ville St. Laurent, QC)**   * Sales of computer hardware, software and peripherals * Liaised with Canadian and international suppliers and with customs to ensure timely arrival of merchandise * Liaising with directors/managers of other departments for special projects; Managing inventory in warehouses located in Canada and the United States * Refined Standard Operating Procedures | | | | | | | | | | | |
| education | | | | | | | | | | | |
| * **Diploma, Data Science**   February 2021 – April 2021  Concordia University, Montreal, QC 12 week, full time program, focused on the following:Fundamentals of Python including programming, organizing data with data structures, and algorithms.Reviewed concepts of linear algebra, gradiants, optimization, confidence intervals & testing, distributions, and linear models.Explored supervised learning, clustering, and embedding, solid overview of machine learningLeveraged multiple data formats, from raw data to production analytical or predictive uses and acquired knowledge in relational databases (SQL), MapReduce framework for NoSQL schemas, network/graphical data, text data (NLP), sequential data (time series), and image data.Completed a real-world project based on data, including a presentation of the data analysis, justifying the approach, presenting a solution and demonstrating statistically the efficacy of the solution. Competed program with a capstone solo project.Developed a machine learning solution on complex real-world data, and deploy a prototype microservice.**Diploma, Business Administration** September 1997 – September 2000John Abbott College, Ste-Anne-de-Bellevue, QCProfessional program focused on business fundamentals, including business strategy, accounting and law. | | | | | | | | | | | |
| References | | | | | | | | | | | |
| Available upon request. | | | | | | | | | | | |
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