

GABRIELA SALVIATTI

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EDUCATION

Texas Tech University, Rawls College of Business

Master of Science in Data Science

Bachelor of Business Administration in Management

Lubbock, TX

May 2022

December 2019

WORK EXPERIENCE

Woof Gang

Miami, FL

Senior Business Analyst

March 2024 - Present

- Develop and maintain a robust business analytics suite in Power BI, ensuring exceptional data accuracy and integrity
- Provide senior leadership with impactful, data-driven recommendations and proactive alerts on key business drivers
- Generate insightful weekly performance reports and leverage FranPOS for critical expansion strategy analytics
- Conduct precise product remapping and fulfill ad hoc analytic requests, significantly shaping company direction
- Utilize advanced SQL and Excel skills to expertly model and design reports, closely collaborating with leadership

IntermexUSA

Miami, FL

Sales Analyst

June 2023-March 2024

- Analyze and compile internal data, creating reports that unveil sales opportunities and elevate performance
- Construct comprehensive reports utilizing SQL and Salesforce data, targeting regions performance optimization
- Conceptualize and distribute monthly/quarterly reports, supplying actionable insights for management, budgeting, and sales forecasting
- Execute analytics reporting across platforms, proposing recommendations and actionable solutions for tactical plans
- Craft and enhance clear, accurate dashboards that amplify business value for customers and sales teams

Mirantis

Dallas, TX

Senior Sales Support Analyst.

June 2022 – March 2023

- Analyzed data from Salesforce using SQL to create interactive reports in Power BI
- Identified insights and trends using advanced statistical and analytical skills for more effective marketing campaigns
- Built a comprehensive database using HG Insight captions to drive sales opportunities and revenue growth
- Designed customized Power BI dashboards for stakeholders to make more informed decisions
- Utilized technology tools to drive prospect sales and applied data science methods for analytical dashboards

Accruent

São Leopoldo, RS, Brazil

Operations Analyst

December 2020 – May 2021

- Performed strategic operational tasks to provide guidance in quarterly and annual business plan execution
- Executed weekly hour control reports to estimate revenue contributing to continuous business system support
- Analyzed resources providing analytical results to meet revenue goals and apply corrective actions
- Development, maintenance, and improvement of standardized operational procedures to fulfill project needs
- Supported the professional services team exceeding client expectations over system implementation process

Micro Focus

Plano, TX

Research and US South/Central Sales Operations Analyst - Vertica

April 2019 – September 2020

- Organized and prepared sales forecasting calls and deals for optimized upper-management decision-making
- Represented the needs of the business, function, or region on ongoing basis to drive process improvements
- Collaborated with business stakeholders to gather requirements of highly complex new implemented processes
- Assisted others in utilizing standard project management and quality improvement methodologies in process improvement approaches, used Tableau to analyze opportunity status and health of the Sales Pipeline
- Established processes consistent with overall organization objectives and maintained required documentation

SKILLS

- PowerBI, Tableau
- SQL, R
- Portuguese, English, Spanish
- Salesforce, AirTable, FinancialForce, Confluence, Asana