

JUNKI OGAWA

DATA ANALYSIS | MANAGEMENT | STRATEGY

WORK EXPERIENCE

HomeAdvisor/Angi

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 Denver, CO

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8/2021-
PRESENT

Data Analyst

- Use SQL in Snowflake and Looker
- Manage inbound sales operator team. Leverage data to help with efficiency of scheduling, volume of inbound calls, coaching and strategy process
- Create and manage the sales compliance structure and process
- Provide ad-hoc reporting needs to Sales VPs and SVPs

8/2018-
8/2021

Sales Director

- Be an expert and coach on the sales process at HomeAdvisor/Angi.
- Raised and promoted 9 sales reps to managers, and 3 managers to directors
- Manage success of over 60 inside sales reps at any given time
- Coach, develop, and mentor 5 sales managers through daily group meetings, scheduled one on one coachings, and daily checkins
- Manage onboarding of new hires from Training team to Sales team
- Prospect over 5,000 leads a week to dial

7/2016-
8/2018

Sales Manager

- 2018 Presidents Club winner, 10 time Sales Team of the Month
- Manage team of up to 14 inside sales reps
- Manage dial activity of sales reps, hold customized individual and group coachings, lead daily huddles and learning modules

1/2016
7/2016

Sales Representative

- June Sales Person of the Month
- First to be promoted in new Denver office

EDUCATION

2022

University of Pennsylvania

Data Analysis and Visualization Bootcamp
Python, SQL, JavaScript

2015

University of Denver

Masters of Arts
Higher Education and Student Affairs

2012

University of Connecticut

Bachelors of Arts
Sociology