



DANY KOUDEDE

danykoudede89@gmail.com | 832-963-2710 | Houston, TX 77069

Summary

Results-oriented data science professional with a strong mathematical, computer science, and data analytics background, seeking an opportunity in In-Home Solar/Home Improvement Sales with Lumio HX. Leveraging my analytical skills, programming expertise, and experience in educating and mentoring, I aim to contribute to Lumio's customer-centric approach and help customers realize the benefits of solar energy while maximizing commissions.

Skills

- Data Analysis: Python, R, MATLAB, SQL, Pandas, NumPy, Scikit-Learn, keras & Tensorflow
- Data Visualization: Matplotlib, Seaborn, Plotly, Dash, Tableau, PowerBI
- Machine Learning: Regression, Classification, Clustering, Natural Language Processing
- Statistical Analysis: Hypothesis Testing, ANOVA, Bayesian Statistics
- Amazon Web Services, IBM Cloud
- ETL, Apache Spark (PySpark, Spark SQL), Scala
- Strong problem-solving and analytical skills
- Excellent communication and presentation abilities
- Ability to work collaboratively in cross-functional teams

Experience

Varsity Tutors

Math & Computer Programming

Instructor

10/2019 - Current

- Taught various mathematical topics, including calculus, statistics, linear algebra, and discrete mathematics
- Designed and delivered interactive lectures, workshops, and hands-on activities
- Utilized Python, R, and MATLAB to demonstrate real-world applications of mathematical concepts
- Developed and delivered curriculum for data analytics training programs
- Mentored students in computer science projects, enhancing their problem-solving and coding skills.

Sunshine Cleaning Systems Inc. | Burlington, VT

Data Analyst

02/2023 - 09/2023

- Collected and cleaned large datasets from various sources, ensuring data accuracy
- Conducted data analysis using Excel, pivot tables, and VBA macros to extract meaningful insights
- Developed and maintained automated reports and dashboards for KPI tracking
- Collaborated with cross-functional teams to analyze sales figures, customer demographics, and market trends
- Utilized statistical techniques for revenue forecasting and pricing optimization
- Created and maintained data dashboards and visualization tools for stakeholder presentations.

Green Mountain Energy | Houston, Tx

- Educate customers on the benefits of solar energy, including cost savings

In-Home Solar / Home Improvement Sales Professional

03/2020 - 05/2022

- Collaborate with top sales producers to enhance sales techniques
- Prospecting for qualified leads, generating self-referrals, and conducting self-generated leads
- Run preset company-provided leads and update records in the CRM
- Track and manage sales appointments, proposals, and designs in real time using SALESFORCE CRM
- Support the post-sale process, ensuring all necessary customer information is collected
- Close deals, sign documents with customers, and manage accounts
- Analyze customer savings and inform them of available federal and local credits
- Participate in weekly zoom conference calls for team communication.

Houston Community College | Houston, TX

Data Entry Operator

03/2014 - 06/2016

- Assisted the administrative team with data entry tasks, ensuring data accuracy and integrity
- Conducted data verification and validation, resolving discrepancies
- Streamlined data entry processes and supported file organization
- Assisted in generating reports and preparing data for analysis and reporting.

Education and Training

Houston Community College | Houston, TX

Associate of Applied Science in Computer and Information Sciences

Marien Ngouabi University | Congo

Bachelor of Science in Mathematics

Certifications

- Certified- Data Analytics and Visualization, Rice University
- IBM Data Science Certificate
- ML in Production, DeepLearning.AI Certificate
- Microsoft 70-762 SQL Dev Certificate

Online Portfolio

LIInKedIn: <https://www.linkedin.com/in/dany-koudede-1152611a5/>