**NIKKI MINGO**

Saint Louis, MO 63118

Phone: 314-482-3221 Email: [nikkistatum@hotmail.com](mailto:nikkistatum@hotmail.com)

LinkedIn: [www.linkedin.com/in/nikki-statum](http://www.linkedin.com/in/nikki-statum)

GitHub:[www.github.com/nikkistatum](http://www.github.com/nikkistatum)

**Data Analyst / Sales Executive**

Providing data-driven, action-oriented solutions to challenging business problems

Business-minded data scientist with a demonstrated ability to deliver valuable insights via data analytics and advanced data-driven methods. Relied on as a key sales executive in driving global, multimillion-dollar growth, gains in customer loyalty and record -setting profit improvements.

**Education**

Washington University, Saint Louis, Missouri

**Data Analytics Certification, December 2018**

University of Central Missouri, Warrensburg, Missouri

**B.S Marketing May 2000**

**Of Note**

**Data and Analytics Tools/Languages**: Python, JavaScript (D3.js, Leaflet.js), HTML5/CSS, API Interactions, Social Media Mining, SQL, Tableau, Advanced Statistics, Machine Learning, R, Git/Github.

**Technical Skills**

-Big Data Queries and Interpretation - Data and Quantitative Analysis

-Decision Analytics -Data Mining and Visualization Tools

-2 Week Preceptorship in Memphis, TN -Machine Learning Algorithms

-Data-Driven Personalization - Business Intelligence (BI)

-KPI Dashboards and BPI Plans -Research, Reports and Forecasts

**FedEx**                                                                                                          Oct. 2014-present

*Sales Executive*

Responsible for new business development, account implementation and maintaining and deepening customer relationships within a defined geographic territory. Work with primary account owners to identify goals for the customer relationship, creating and presenting business reviews to customers, maintaining relationships through an effective call cycle, and supporting implementation by monitoring timelines and identifying barriers to success. Average 4 new closes per month, over 100% to goal on Domestic and International Ground shipments.

**Alcon Labs**                                                    June 2013-Oct.2014

*Medical Sales Representative*

Increased sales and generated profit obtaining annual corporate and territory financial objectives by selling dispensing inventories of Alcon products. Consulted with Eye Care Practitioners to improve the profitability of their practices. Aligned with customers using a consultative sales approach to match Alcon products and services to identify needs doctor and patient needs. Successfully launched Ilevro (0 - 684 NRx in 8 months) in 2013. In addition, grew Durezol Franchise 31.56% to 42% (+10.44% market share) in 2013. Lastly, over 100% Total Portfolio achievement in 2013 for 2 of 4 product families.

**Pan American Laboratories, L.L.C**July 2008-June 2013

*Medical Sales Representative*

Responsible for increasing the level of awareness and sales for Metanx, Deplin and Cerafolin NAC within an assigned geography. Maintained an in-depth and sophisticated knowledge of several disease states and products that allowed meaningful dialog, built credibility and added value. Ranked #22 out of 157 Nationally on Percentage Growth & Dollars in 2012; Ranked #3 out 12 in the Kansas City District on Percentage Growth & Dollars-2012; Ranked #5 out of 157 Nationally on Percentage Growth & Dollars for Deplin-2012. **President’s Club Winner.**