# Jonathan Papir

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## SUMMARY

Data analyst and math teacher with a penchant for communicating complex ideas to technical and non-technical audiences. Skilled in creating visually appealing dashboards, automating reporting, and driving insights by leveraging my strong analytical and technical skills in SQL, Excel, Tableau, and Python.

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## EXPERIENCE

### Analytics Accelerator                                                                            Remote
*Data Analyst*                                                                   *January 2024 - Present*

Selected for a competitive data analytics program (<20% acceptance rate) that solves real-world business problems in distributed three- to six-person teams. Developed recommendations toward sales, marketing, and operations stakeholders using industry best practices for documentation, delivering insights, and structuring code and analysis.

- **Analyzed 108k e-commerce transactions using Excel, SQL, and Tableau to surface insights on sales growth, product trends, and loyalty program efficacy**. Identified two products with refund rates twice the 5% average, and loyalty customer orders are now ~$30 more, first surpassing regular customers in 2021. Proposed changes to expand the loyalty program and minimize revenue loss from refunds [ full report 🔗 ].
- **Built two Tableau dashboards and wrote SQL queries to evaluate the impact of 12 health insurance ad campaigns** on ~17k signups and ~50k patient claims. Offered budget allocation advice for future campaigns based on click-through rate, cost per click, average claim amount, and other metrics [ full report 🔗 ].
- **Utilized SQL to clean user gaming data and Python's Pandas and Matplotlib to conduct regional and seasonal analysis**. Discovered Mexico comprises 78% of player activity but only 22% of users, and activity peaks between 4-6 pm during spring/summer and 6-8 pm during fall/winter. Provided recommendations for timing ad campaigns and targeting specific demographics [ full report 🔗 ].

### Fusion Academy                                                                           Los Gatos, CA
*Math Teacher*                                                                 *September 2016 - Present*

- Monitor Salesforce data for trends in assignment scores, completion times, and attendance to identify those needing educational intervention and ensure their learning targets are met or exceeded.
- Analyze daily class summaries housed in Salesforce for 3-5 students annually to lead quarterly departmental meetings that establish alignment across teaching teams and communicate progress toward student goals.
- Test and measure the effect of changes in teaching methodology on student performance to address curriculum inefficiencies, which cut instructional time by ~30% for two classes.

### Underground Communications (UGC)                                                          San Jose, CA
*Reporting Analyst*                                                      *September 2011 - September 2016*

- Collaborated with the CEO to refine requirements for reports containing response times, lead counts, and other informational lead KPIs to benchmark our service against competitors and inform market expansion decisions.
- Developed weekly and monthly Excel reports describing the distribution of lead types across 30+ service regions, which aided upper management in optimizing their resource allocation.
- Supported the sales team in marketing to new clients through ad hoc requests for informational leads segmented by type of damage, property value, geography, time of day, and other factors.

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## EDUCATION

### Georgia Institute of Technology
*Master of Science, Analytics*                                                      *Expected June 2026*

### San Jose State University
*Bachelor of Science, Business Administration - International Business*                      *May 2011*

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## SKILLS & MISCELLANEOUS

**Skills:** Python, SQL, R, Tableau, Excel, Google Cloud Platform, Airflow, Google BigQuery, Docker, DBT, Git