






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.

PROJECTS

- **E-Commerce Sales Analysis** | [[full report](#)  / [Tableau](#) ]: Analyzed 108k transactions using Excel, SQL, and Tableau to surface insights on sales/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.
- **Health Insurance Marketing Analysis** | [[full report](#)  / [Tableau](#) ]: 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.
- **User Behavior Analysis** | [[full report](#) ]: Utilized SQL to clean user gaming data and Python (Pandas/NumPy/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 in spring/summer and 6-8 pm in fall/winter. Provided recommendations for timing future ad campaigns and targeting specific demographics.

LANGUAGES, TOOLS, & SKILLS

Languages: SQL (PostgreSQL, MySQL, BigQuery), Python (Pandas, NumPy, Matplotlib, Seaborn, Scikit-Learn), R

Tools: MS Office (Excel, PowerPoint, Word), Tableau, Salesforce, Jupyter Notebook, Git, Google Cloud Platform

Skills: Exploratory Data Analysis, Data Cleaning, Data Visualization, Reporting, Writing Documentation, Written and Oral Communication, Teaching, Mentorship, Statistical Analysis, Machine Learning

EXPERIENCE

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 reporting requirements regarding response times, informational lead counts, and other 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 and UGC's clients 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.

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