

# Patrick Long, Data Analyst

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## LINKS

<https://www.linkedin.com/in/patrick-long-44b45586/>

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## PROFILE

Aspiring Data Analyst with a bachelor's degree, and 4 + years of experience in sales roles, starting with sales development and now an enterprise account executive at software (SaaS) companies – oftentimes using AB testing and Salesforce data to make decisions around what outreach language, verticals, and prospects to target. Currently attending a certificate program in data science with Springboard. I am growing my skills further in Python, Machine Learning, Statistical modeling, SQL, and Data Visualisation.

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## EMPLOYMENT HISTORY

Sep 2021 — 2021

### Data Specialist, Onemata

Remote

- Worked primarily in a customer-facing role, both during the sales process and after.
- Collected information, electronically collated it, converted it into an accurately useful format, and shared these findings with stakeholders in the business.
- Ran data evaluations of prospect/customers mobile location data, Onemata's data, to find the right fit for their business.

Sep 2019 — Sep 2021

### Junior Data Analyst, Ludis Analytics (Acquired)

Palo Alto, CA

- Gathered, Cleaned, and studied data sets from college teams, professional sports teams, and data providers for both
- Worked cross-functionally with both Ludis' sales team and clients/prospective clients.
- Identified problem areas for clients where they wanted to expand their analytic capabilities.
- Created dynamic apps in R shiny and Jupyter Notebook for college and professional sports teams.
- Used Python, Machine Learning, Statistical modeling, SQL, and Data Visualization to develop in product dynamic apps.
- Tech Stack of: Zoominfo, Salesloft, Salesforce

Sep 2017 — Sep 2019

### Senior Sales Development Rep., GO1

Mountain View, CA

- New business development activities through direct sales/hunting.
- Responsible for lead generation resources on strategy, scripting, targeting efforts to generate a consistent flow of new opportunities each week/month.
- Primary stakeholder in client-facing relationship-building functions with senior responsibility for growth/strategic account management, performance, and contract fulfillment.
- Responsible for developing a pipeline from direct sales activities and network of contacts, previous clients, etc.
- Identified potential sales channel partners to accelerate market penetration through resource leverage into new client segments.
- Work with Clients and the GO1 team to create mutually beneficial contracts ensuring desired profit margins.
- Tech Stack of: Zoominfo, Salesloft, Salesforce

Jan 2015 — Sep 2017

### Asset Management, Penn Mutual

Redwood City

- Helped clients make decisions to grow portfolio.
- Analyzed financial records and statements to identify positive investment opportunities.
- Responsible for finding, securing, and maintain new clients for Penn Mutual.
- Sold insurance, investments, and retirement products, both within the Penn Mutual suite of products and outside.

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## EDUCATION

Sep 2014 — May 2016

### Bachelors of arts - Psychology, University of San Francisco

San Francisco

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## SKILLS

Microsoft Office

Expert