Thomas Paul

704-232-5391 · slomochacko242@gmail.com · LinkedIn

EDUCATION:

University of North Carolina at Charlotte - *Charlotte, NC* December 2021
Bachelor of Science – Economics/Statistics, GPA 2.94/4.0
Central Piedmont Community College - *Charlotte, NC* August 2019
Associate of Arts

INTERNSHIP EXPERIENCE:

Business Analyst Intern: PTC - *Boston, MA* June 2021 – August 2021
- In-depth analyses with Salesforce through reporting/dash-boarding targeting pipeline creation, accounts/opportunities management and deals closure. Focusing on business performance KPIs such as ACV/ARR, Renewals/Churn analysis. Primary sector of focus was Federal Aerospace, Defense and Energy.
- Provided executives with analytics/decision-support tools used as the basis for reorganization, consolidation and relocation strategies. Measurable outcomes:
  - Projected Fiscal Year ACV Growth Percentage = +14% (vs 2020 FY)
  - Projected Fiscal Quarter ACV Growth Percentage = +10% (vs 2020 Q4)

Sales Intern: High Point Rockers - *High Point, NC* June 2020 – August 2020
- During COVID crisis, co-created an initiative to include mid-week events, fans who attended where given a raffle ticket where the winner was called during weekend game. Chance to win Rockers gear
- Developed new ticket packages to assist with stadium growth. Popular developed package was the 2 adult tickets, 2 meal cards (entree/drink) and $10 gift card for the gift shop - "Date Night Package"
  - Due to initiative/new ticket packages, stadium saw a 175% increase in total fan attendance
- Answered/forwarded calls to staff. Received/sorted daily mail. Organized files. Prepared documents for staff

WORK EXPERIENCE:

Sales Associate: Tommy Hilfiger - *Concord, NC* September 2020 – Present
- Active customer service to upsell products while handling cash/credit transactions via POS system

Delivery Driver: Postmates - *Charlotte, NC* March 2019 – August 2020
Crew Member: Chipotle Mexican Grill - *Charlotte, NC* August 2017 – August 2018

SKILLS: (https://slomochackoedu.weebly.com/courses.html)

Languages:
1. Python (Numpy/Scipy, Pandas, Matplotlib, Scikit-learn, StatsModels)*
2. SQL (Aggregates, Joins/Unions, Subqueries, Views, Triggers, Transactions)*
3. Java

Tools: IDE Tools (Jupyter Notebook/Anaconda, PyCharm, SQLite Studio, Eclipse), Statistical Packages (SAS, Stata), IBM DB2, CRM Systems (Salesforce, Oracle Business), BI Systems (Tableau, Power Bi, Qlik), Microsoft Suite (Word, PowerPoint, Excel, Outlook, OneNote, Teams), Google Suite (Docs, Sheets, Slide, Forum, Analytics), Adobe Photoshop
Other: Data Analysis (Cleansing, Visualization, Presentation), Business Analysis (SDLC - Scrum/Agile, Reporting, Dash boarding)

PROJECTS: (https://slomochackoedu.weebly.com/projects.html)

1. **Python** - '*Machine Learning':* Predicting whether a blight ticket will be paid on time in a given sample
2. **SQL** - '*IBM DB2':* Analyzed edu. outcomes for children in Chicago using census, crime, and school data
3. **Tableau** - '*Storyboarding/Storytelling (*LINK*)':* Gave insight on branch performance given their location
4. **Stata** - '*Homeownership Paper'*: Looked into how homeownership decreases the effect of unemployment