Antonio Moral Cevallos

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EDUCATION

Master of Science in Business Analytics (STEM)   August 2021
Boston University Questrom School of Business; Boston, MA

Bachelor of Science, Business Administration   May 2020
Boston University Questrom School of Business; Boston, MA
- Dual Concentration in Operations and Technology Management and Management of Information Systems.
- Cumulative GPA: **3.62**
- Awards: Dean's List Status 7 out of 8 semesters

RELEVANT WORK EXPERIENCE

Consolidated Concepts - Client Support Intern / Waltham, MA   June 2019 - December 2019
GPO and consultant service designed specifically for multi-unit and chain restaurants - consolidatedconcepts.net
- Onboarded 120+ new clients' purchase data on Egnyte Connect.
- Implemented new data management procedure to reduce lost rebates by $150 million, ensuring data consistency amongst data acquisitions, client support and executive team.
- Organized client information by sorting through data using Excel and internal software platforms.
- Monitored purchase data flows from clients and analyzed consistency of purchasing behavior for internal use, facilitating investigation of missing data files and discrepancies between client and distributor data.
- Compiled purchase reports to communicate reporting updates and requests to client managers and data acquisitions team, reducing lead time of data requests and improving relationships with clients.

Incremar Cia. Ltda - Marketing Planning and Research Intern / Quito, Ecuador   July 2018 - August 2018
Ecuador based healthy snacks manufacturer and distributor - incremar.com.ec
- Accelerated international expansion project for organic foods company, Alma Verde, by providing insight on millennial American markets.
- Analyzed purchasing trends and calculated expected costs to export Quinoa based products to the American market, resulting in an estimate of necessary sales volume in this potential new market.
- Conducted market research of Quinoa based products and established marketing strategies for 2 products.
- Reported findings to the CEO, opening opportunity of exporting specialized products to North American markets.

Academia Cotopaxi - Human Resources Assistant | Quito, Ecuador   July 2017 - August 2017
American international school focused on blending familiar traditions with new ideas, adapting to a fast-paced world - cotopaxi.k12.ec
- Compiled compensation statements for current employees and 30 new hires to reflect changes in teaching and other personnel for the human resources department records.
- Eased adaptation of 30 new hires by coordinating and executing 4 orientation activities, such as the check in and welcome event and sightseeing visits around the city.
- Updated salary information for current employees on school database, maintaining consistency within the records for both the human resources and accounting departments.

RELATED PROJECTS

Platform Design Consulting Project   Spring 2020
- Collaborated with team of 3 to perform a Platform consulting job for the German chemical manufacturer BASF.
- Conducted interviews of 6 construction industry professionals and researched platform design strategies that would benefit BASF's position in the industry.
- Developed a 30-page report outlining 4 plans of action regarding architecture, interactions, governance and network effects of the platform that BASF could take to develop their platform in the immediate future.

Cross Functional CORE Project   Fall 2018
- Collaborated with a 10-person team to develop a unique product idea and devise an integrated business plan.
- Led operations sub team in researching and developing inventory management systems, product design, and supply chain logistics for our product, resulting in a projected production of 500k units while staying within budget
- Developed integrated business plan illustrating hypothetical business' operations and supply chain decisions, positioning and marketing, financial statements and projections, and risk calculations.

RELEVANT SKILLS

- Technical: Advanced Excel, Pivot Tables, MS Project, Salesforce, Rally Software, MySQL, Python 3.7
- Certifications: Professional Scrum Master I, Lean Six Sigma Greenbelt leader
- Languages: Native Spanish and Fluent English