ZACHARY O'CONNOR

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EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN   May 2024
Master of Science in Information Systems
Certificate in Business and Technology: Included courses in Agile/Automation, Database Management, Python, Data Systems, Prototyping, and Case Analysis/IT in Business

Indiana University, Luddy School of Informatics, Bloomington, IN   May 2023
Bachelor of Science in Informatics; *Cognate in Business*   GPA: 3.64/4.00
- Coursework: Informatics Capstone, Data Management, Technology Infrastructure, HCI/Interaction Design, Information Representation, Technology and Business Analytics, Data Fluency
- Two-time Dean's List awardee for academic excellence

EXPERIENCE

VMS BioMarketing, Indianapolis, Indiana   June 2021 – August 2023
Engineering/Data Analysis Intern   *June 2023 – August 2023*
- Collaborated with a team of six to upgrade Salesforce Org to a newer version, resulting in saving 50% of budgeting costs
- Analyzed and aided in synthesizing data to derive valuable insights, uncover trends, and inform strategic business decisions allowing a smooth transition into the new Org
- Conducted comprehensive system testing to ensure optimal functionality, identifying potential bottlenecks, and addressing issues proactively

CRM Database Intern   *May 2022 – September 2022*
- Managed a group of interns researching 2022 pipeline products and organized weekly meetings, giving incite to over 400 newly developed drugs
- Built a solid marketing foundation in Salesforce enabling a more organized reports of previous and new deals/clients
- Maintained Salesforce database by deleting errors and adding/updating records
- Assisted in merging Salesforce and Outreach to connect with new contacts, resulting in eight new partners

Business Development Intern   *June 2021 – August 2021*
- Collaborated with two interns in researching over 600 pipeline NDAs, cultivating new deal flow
- Developed multiple strategies to reach out to new clients through trial and error, resulting in fifteen meetings, and four new clients
- Created a presentation illustrating our research findings and presented to the board of directors (Consisting of Vice presidents, CEO, and CFO)
- Uploaded our pipeline and contact research into Salesforce, allowing VMS access to information on over 500 new contacts

TECHNICAL
- Technical Prowess: HTML, CSS, Python, Java, SQL, PHP, Salesforce, Tableau

ADDITIONAL
- Volunteered at the MLK Center enabling kids to enhance their reading level