

First Last

Business Analyst

WORK EXPERIENCE

Resume Worded, London, United Kingdom

Education technology startup with 50+ employees and \$100m+ annual revenue

Business Analyst

08/2021 – Present

- Developed value-added business strategies and a comprehensive rebranding effort that boosted yearly revenue by 80%.
- Segmented and analyzed field data that helped achieve \$100K in sales of new services via a prospecting multi-tiered process.
- Reduced 55% of errors committed by workers using a change control process to improve the efficiency of production workflow procedures.
- Implemented Total Quality Control (TQC) improvement efforts in RW's chain departments, which increased productivity by 40%.

Polyhire, London, United Kingdom

NYSE-listed recruitment and employer branding company

Product Owner

10/2019 – 07/2021

- Contributed \$180K+ in quarterly earnings by launching a new category of services using 70+ pieces of marketing collateral for the sales unit.
- Developed a global demand-generation campaign and corresponding seller education that helped achieve \$50K in revenue and a 50% national sales campaign effectiveness.
- Increased global brand awareness by presenting effective marketing messages to 20+ business partners and 450+ clients at three conferences in 2021.
- Teamed up with a 10-man development team to design a roadmap for 10+ new features and products, boosting sales by 90%..

Growthsi, London, United Kingdom & Barcelona, Spain

Career training and membership SaaS with 150,000 users

Sales Operations Analyst

11/2018 – 09/2019

- Collected data from 50+ competitor companies that gave more insight to senior management about the most effective operating strategies.
- Collaborated with 10+ marketing team members about analysis of revenue trends and developed advanced forecasting models with 95% accuracy.
- Participated in designing a CRM system implemented by 1200+ end users within 15 days of its launch, improving sales productivity by 60%.
- Conducted weekly training for supervisors to utilize statistical analysis tools to provide information necessary for decision-making during meetings with 120+ staff members.

PREVIOUS EXPERIENCE

Data Analyst, ABC Company, London, UK

06/2017 – 10/2018

Scrum Master, XYZ Company, New York, USA

01/2016 – 05/2017

Product Analyst (Internship), ABC, New York, USA

07/2014 – 12/2015

CONTACT

- Exeter, United Kingdom
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SKILLS

Hard Skills:

- Requirements Gathering
- Project Management
- Integration
- Business Process Mapping
- Vendor Management
- User Acceptance Testing

Techniques:

- Business Analysis
- Agile Methodologies
- Business Process Improvement

Tools and Software:

- Jira
- Excel
- SQL
- Tableau

Languages:

- English (Native)
- Romanian (Native)
- Spanish (Conversational)

EDUCATION

University of New York

Bachelor of Science

Business Administration

New York City, New York

10/2011 - 06/2014

OTHER

- Certified in Process Improvement (CPI)
- Certified Business Analysis Professional (CBAP)