

SEBASTIAN HURST

Business Data Analyst

📞 +1-704-375-8132 ✉ name@gmail.com 📷 instagram.com/____NAME____
📍 Raleigh-Durham, NC

EXPERIENCE

Advanced Services Data Analyst Intern

Harvey

2018 - Ongoing
Raleigh-Durham, NC

Harvey is a leading provider of storage and Big Data services.

- Saved the company \$50,000 (7%) every month in gas storage and shortage costs with my project.
- Showcased total revenue of \$428 in FY16 through dashboards and data visualization.
- Created election forecast models for use in 14th General Election using Azure ML.
- Completed 2 large scale national political sentiment surveys, involving a minimum of 50,000 responses.
- Support Business Development to increased 25% Time deposit balance in campaigns.

Junior Data Analyst

Reilly Group

2015 - 2018
Raleigh-Durham, NC

Reilly Group is a global, full-service investment bank focused on growth companies, with operations in 10 countries worldwide and the ability to list companies on 10 stock exchanges.

- Worked with Excel to track and map account equity among a portfolio of some 1000 clients.
- Saved 1Million paper print per year, automated multiple business process for early market ready \$5M impact.

Backend Developer / Data Analyst

Koepp Inc

2013 - 2015
Raleigh-Durham, NC

Koepp Inc is a public utility that provides natural gas and electricity to 6.6 million of Michigan's 10 million residents.

- Maintained 99.5 % quality level for over a year and a half
- Migrated 30,000+ accounts from legacy system to Order Express
- Directed a team of 8 interns. Analyzed ethical activities of the world's largest companies.
- Participated at the elaboration of 4 hours crisis stories

Data Analyst Intern

Drouin S.A.R.L.

2011 - 2013
Raleigh-Durham, NC

Drouin S.A.R.L. is a regular parcel service with vision and mission to maintain high quality of services in tune with changing needs of the clientele from time to time.

- Worked on 4000 text messages drawn from crisis simulations.
- Maintained top quality level since day 1
- Initiated the implementation of Scrum Methodology, resulting in 50% increase in quality and productivity
- Assisted with numerous audits using 100% sampling to identify potentially unseen gaps

INDUSTRY EXPERTISE

Excel/VBA

SQL/Access

Photoshop

SKILLS

Data Reporting/Analysis

Spotfire - Tableau - Informatica - R - Cognos - SSRS

Project Management

JIRA - HP ALM - Sharepoint

EDUCATION

BBA, International Business and Logistics

Metropolis University of Applied Sciences

2007 - Ongoing

GPA | 4.75 / 5.00

Master - Économie des Entreprises et des Marchés

Paris 1 - Panthéon Sorbonne

2003 - 2007

STRENGTHS

✓ Stakeholder Engagement

With a technical background & outstanding communications skills I can translate data opportunities into business outcomes.

✓ Strategic Focus

Delivering positive outcomes by focusing on strategic objective with a pragmatic and value add approach

ACHIEVEMENTS

🚗 Rescued \$1.5mill in project funds

Manually calculated 30 day readmission rates

★ Launched Data Governance

Created work plan, roadmap and workgroups for Enterprise DG program

🏠 Homeowner badges

Repaired a leaking toilet, broken garbage disposal, and hole in ceiling and executed an 18pt. rodent exclusion plan

LANGUAGES

English Native ★★★★★

French Proficient ★★★★★

CERTIFICATION

Certificate IV - Microcomputer Technology

2001

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Kathleen Armour



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The AI Gold Rush Blueprint: Profit Fast with ChatGPT — 10X Your Writing, Coding & Creativity Before Everyone Else Catches Up AI Tech Genius, The AI Gold Rush is here will you cash in or get left behind If you ve been watching AI explode but feel overwhelmed by all the noise you re not alone The truth is most people are either dabbling without direction or stuck in analysis paralysis This book is your blueprint to cut through the chaos and start monetizing with confidence Inside The AI Gold Rush Blueprint you ll discover Proven monetization strategies that show you exactly how to turn prompts into profits whether through freelancing digital products content creation or automation Prompt mastery techniques to get powerful original results goodbye generic AI outputs Scalable systems to automate repetitive work so you can focus on growth instead of burnout Creative hacks to write faster code smarter and build bots that clients and businesses will pay for Future proof strategies to stay ahead as tools platforms and regulations evolve no more fearing obsolescence The AI Creator s Mindset so you don t just chase shiny tools but build skills confidence and a lasting brand Imagine creating 10x more content in half the time building income streams that grow while you sleep and turning AI from a curiosity into your most powerful business ally This isn t theory it s a step by step guide designed for freelancers entrepreneurs and creators who want results now Don t wait until the gold rush ends Grab your copy today and start building your AI powered future

Managing Customer Relationships Don Peppers, Martha Rogers, 2010-12-30 MANAGING CUSTOMER RELATIONSHIPS A Strategic Framework Praise for the first edition Peppers and Rogers do a beautiful job of integrating actionable frameworks the thinking of other leaders in the field and best practices from leading edge companies Dr Hugh J Watson C Herman and Mary Virginia Terry Chair of Business Administration Terry College of Business University of Georgia Peppers and Rogers have been the vanguard for the developing field of customer relationship management and in this book they bring their wealth of experience and knowledge into academic focus This text successfully centers the development of the field and its theories and methodologies squarely within the broader context of enterprise competitive theory It is a must have for educators of customer relationship management and anyone who considers customer centric marketing the cornerstone of sound corporate strategy Dr Charlotte Mason Department Head Director and Professor Department of Marketing and Distribution Terry College of Business University of Georgia Don and Martha have done it again The useful concepts and rich case studies revealed in *Managing Customer Relationships* remove any excuse for those of us responsible for actually delivering one to one customer results This is the ultimate inside scoop Roy Barnes Formerly with Marriott now President Blue Space Consulting This is going to become the how to book on developing a customer driven enterprise The marketplace is so much in need of this road map Mike Henry Leader for Consumer Insights at Acxiom Praise for the second edition Every company has customers and that s why every company needs a reference guide like this Peppers and Rogers are uniquely qualified to provide us with the top textbook on the subject and the essential tool for the field they helped to create David Reibstein

William Stewart Woodside Professor of Marketing The Wharton School University of Pennsylvania [Broadcasting & Cable](#),2008-11 **The Scottish Farmer** ,1926 **Adweek** ,2007-04 **Computerworld** ,2008 *The Hollywood Reporter* ,2009 *CERN Courier* ,2012 **The Times Index** ,2009 Indexes the Times Sunday times and magazine Times literary supplement Times educational supplement Times educational supplement Scotland and the Times higher education supplement **Si Review** ,2007 *The New York Times Index* ,2008 [Business India](#) ,2006-07 **Citrus and Vegetable Magazine** ,2011 **Same-day Resume** Louise Kursmark,2012 A guide to writing resumes features worksheets to organize work history step by step instructions and resume examples from professional writers while also including advice on cover letters thank you notes and job search strategies *Same-Day Resume* BEST IMPRESSION CAREER SERVICE,JAMES MICHAEL FARR TRUST A,KURSMARK; LOUISE,2021-04-09 *Same-day Resume* J. Michael Farr,2007 While other huge tomes bog down the busy job seeker with too much information this compact guide gives the reader the essential tools to apply for jobs on the fly Also includes advice on cover letters JIST Cards thank you notes online resumes and job search strategies This book includes step by step instructions to write a great resume dozens of sample resumes from professional writers worksheets to organize your work history cover letter tips cards and thank you notes coverage on steps for putting together Internet and scannable resumes and tips to use your resume in the job search [How to Write a Resume \(Interview Tips and Job Interview Questions\)](#) Richard Forbes,Resume Templates,Cover Letters,Sample Resumes,2015-06-11 How to Write a Resume Interview Tips and Job Interview Questions Learn How to Craft a Professional Resume to Find Your Dream Job Easily Everyone in the business world knows that having a good strong resume can mean the difference between getting a job and not getting a job You will need to have a resume that is crafted professionally and that will reflect you your job abilities and your experience Having a good looking resume is so important when you are searching for a job that it should be your number one priority It is the first thing that a potential employer will see before he or she meets you so you want it to really be compelling and make them want to pick up the phone and call you for an interview How to write a resume is one of the books to read if you want resume writing secrets great tips and tricks to get your resume noticed over other applicants Tags how to write a resume cover letters sample cover letter resume template resume templates professional resume template writing a cover letter how to write cover letter how to write a cover letter resume examples example of a resume examples of resumes how to write a good resume job resume how to create a resume create a resume creating a resume how do you make a resume sample resumes best resume best resume format best resumes resume tips resume writing tips the perfect resume resume help resume writing services customer service resume resume services simple resume make a resume professional resume writers resume writer resume writers how to write resume resume writing write a resume resumes resume objective resume maker functional resume resume formats objective for resume how to build a resume resume outline curriculum vitae how to write a cv cv template cv format cv examples cv

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