**Elmer Flores**

| **Phone:** (512) 944-6082 | **Email:** Elmflor12@yahoo.com |
| --- | --- |
| Seeking Employment starting **06/02/2025** | **Address:** Mesa, AZ |

***Education***

| **Bachelors of Science in Computer Science** | **2024** |
| --- | --- |

Western Governors University - Salt Lake City, UT

***Career Objective***

Recent computer science graduate transitioning from a sales career to data analysis, constantly improving through continued education. Seeking a role to apply skills in AI, data analysis, and programming. Working towards becoming an AI Solutions Architect to drive innovation and solve complex business challenges.

***Relevant Experience***

| **Data Analyst Summer Intern -** Orkestry Inc, Austin TX | **May 2020 - August 2021** |
| --- | --- |

* Created ad-hoc reports and contributed to the development of 5+ Power BI dashboards, improving reporting efficiency and enhancing data visualization.
* Collaborated with Senior Data Analysts to build and maintain Python scripts for automated data retrieval, reducing manual data collection by 25%.
* Supported the development of interactive dashboards by preparing data extracts and ensuring key metrics were correctly tracked.
* Assisted in merging 25,000+ private client records with open government datasets, boosting overall data completeness by 30% and reducing duplicate entries by 5%.

| **Sales Consultant -** Carmax, Austin TX | **August 2021 - September 2023** |
| --- | --- |

* Facilitated over 500 successful car transactions from sale to financing to signing, consistently achieving a customer satisfaction score of 90%+.
* Analyzed customer behavior and sales trends using Salesforce CRM, identifying opportunities to improve conversion rate ultimately achieving a 95%+ follow-up rate, improving customer engagement.

| **Sales Consultant -** Mattress Firm, Mesa AZ | **February 2024 - Present** |
| --- | --- |

* Developed strong time management and multitasking skills by balancing customer service, inventory management, and administrative duties in a fast-paced environment.

***Certificates***

| * Stanford: Machine Learning Specialization
 | * IBM: Data Science Professional
 |
| --- | --- |
| * DeepLearning.AI: Deep Learning Specialization
 | * ITIL Foundation Certification
 |
| * Microsoft: Azure Data Engineer Associate \*
 |  |

***Skills***

**Technical Skills:** Data Analysis | Programming | Database Management | API Development | Cloud Computing | Linux | ML/DL model training | NLP

**Tools/Frameworks:** Power BI | Azure | Microsoft Office Suite | LangChain | LlamaIndex | HuggingFace | TensorFlow | Flask | Git | AWS

**Methodologies:** Data Visualization | Data Preprocessing | Workflow Automation | LLM Development | Gen AI | DevOps | Machine Learning | Deep Learning | Troubleshooting | AI Agents

**Languages:** Python | SQL | Java | Bash | Spanish