

# JACK SECHLER

## About Me

I transform complex data into clear, actionable insights through interactive dashboards and reports. Specialized in Power BI development, data modeling, and business intelligence solutions that drive strategic decisions.

## Education

**BACHELOR OF SCIENCE IN ADVERTISING** - University of Colorado, Boulder - Boulder, CO **DECEMBER 2020**  
*Business Minor | Dean's List Fall 2020*

**BACHELOR OF ARTS IN PSYCHOLOGY** - University of Colorado, Boulder - Boulder, CO **DECEMBER 2020**

## Skills

Technical Skills:	Core Competencies:	Soft Skills:
<ul style="list-style-type: none"><li>SQL (PostgreSQL, MySQL)</li><li>Python (pandas, matplotlib)</li><li>Power BI (DAX, Power Query)</li><li>Advanced Excel (Pivot Tables, VLOOKUP/XLOOKUP, VBA)</li><li>Generative AI Applications – AI-driven automation</li></ul>	<ul style="list-style-type: none"><li>Data Visualization &amp; Storytelling</li><li>Forecasting &amp; Trend Analysis</li><li>Business Intelligence &amp; Reporting</li><li>Process Automation &amp; Efficiency</li><li>Strategic Planning &amp; Project Management</li><li>Effective Communication</li></ul>	<ul style="list-style-type: none"><li>Analytical Thinking &amp; Problem-Solving</li><li>Adaptability &amp; Continuous Learning</li><li>Collaboration &amp; Cross-Functional Teamwork</li><li>Attention to Detail &amp; Data Accuracy</li></ul>

## Interests:

AI & Machine Learning, Data Visualization, Process Optimization, Sports Analytics, Tech, FinTech, Crypto, Continuous Learning

## Key Projects

<b>PENS AND PRINTERS SALES ANALYSIS</b> – DataCamp Data Analyst Professional Certification Practical Exam <b>APRIL 2023</b> <ul style="list-style-type: none"><li>Leveraged Python (pandas, matplotlib, seaborn) to clean, validate, and summarize sales data for a simulated client in the stationary distribution sector</li><li>Identified key trends and provided actionable recommendations to enhance sales strategy, resulting in optimized outreach and business performance</li><li>Delivered a professional report and presented findings to leadership, effectively communicating complex data insights to nontechnical stakeholders</li></ul>
<b>LOGISTICS DISCREPANCIES / INSIGHTS DASHBOARD</b> - Professional Project at <b>Restoration Hardware</b> <b>APRIL 2024</b> <ul style="list-style-type: none"><li>Developed a Power BI dashboard analyzing 300K+ inventory records to help analysts quickly identify supply chain issues across US and EU operations</li><li>Built interactive reports for tracking declined POs, fulfillment errors, and cost discrepancies</li><li>Created DAX measures to analyze backorder patterns and vendor performance</li><li>Implemented drill-through functionality for detailed analysis of regional issues</li><li>Project resulted in significantly improved supply chain visibility and faster issue resolution</li></ul>

## Work Experience

<b>INVENTORY PLANNER -(OUTDOOR)</b> - <i>Restoration Hardware (RH)</i> - <i>Corte Madera, CA</i> <b>JUNE 2024 - PRESENT</b> <ul style="list-style-type: none"><li>Built and maintained Power BI dashboards that track key metrics like vendor lead times, stock levels, and backorders across US and EU markets</li><li>Created forecasting reports combining historical data and seasonal patterns to help guide inventory planning decisions</li><li>Presented supply chain insights to leadership using interactive dashboards, helping improve vendor performance tracking and delivery reliability</li><li>Set up automated alerts for low stock levels and suggested reorder amounts based on sales trends and lead times</li><li>Worked closely with merchandising and logistics teams to spot supply chain bottlenecks early, leading to faster issue resolution</li></ul>
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**SUPPLY CHAIN DATA ANALYST -(BED & BATH FURNITURE) - Restoration Hardware (RH) - Corte Madera, CA** **JUL 2023 - MAY 2024**

- Managed operational reporting using Excel and MicroStrategy, tracking \$80M+ in purchase orders and vendor performance
- Analyzed shipment timelines, backorders, and fulfillment trends, consolidating CSV exports to resolve discrepancies
- Led vendor performance tracking, partnering with 20+ vendors to reduce backorder rates by 10% through improved data transparency
- Took initiative to introduce Power BI, developing prototype dashboards to enhance reporting automation and inventory tracking beyond Excel
- Presented insights to leadership, demonstrating how Power BI could improve real-time supply chain monitoring and strategic decision-making

**ACCOUNT EXECUTIVE - Darktrace – San Francisco / Remote** **AUG 2022 - MAY 2023**

- Managed full sales cycle for AI-driven cybersecurity solutions, securing Proof-of-Concept trials with Fortune 500 companies
- Implemented lead scoring models and optimized sales workflows, enabling a 25% improvement in pipeline efficiency
- Delivered technical presentations to C-suite executives, translating complex AI solutions into business value

**SENIOR SALES DEVELOPMENT REPRESENTATIVE - Udacity - Remote** **JULY 2021 - AUG 2022**

- Identified and secured a \$2M revenue opportunity, showcasing strong discovery and lead qualification
- Exceeded Q4 2021 sales targets by 120%, setting a high-performance benchmark
- Leveraged data-driven insights to design targeted outreach campaigns, increasing lead conversion rates

## Certificates

**E/CORNELL DATA ETHICS PROGRAM** **FEB 2023**

- Gained a comprehensive understanding of ethical considerations in data collection, management, and usage.
- Developed skills in identifying ethical dilemmas in data-driven decision-making and implementing solutions to mitigate risks.

**DATA/CAMP DATA ANALYST ASSOCIATE & PROFESSIONAL CERTIFICATIONS** **MARCH 2023**

- Conducted a comprehensive sales analysis for a simulated client, providing actionable insights and recommendations to improve business performance.
- Strengthened expertise in analytics, exploratory data analysis, data management, data cleaning, and data visualization.
- Delivered a case study presentation and slide deck, effectively communicating findings to non-technical stakeholders.

**UDACITY BUSINESS ANALYTICS NANODEGREE** **MARCH 2023**

- Strengthened proficiency in Excel, SQL, and Tableau by completing hands-on projects
- Developed Excel models to manipulate, analyze, and visualize data, providing insights into potential business outcomes
- Used SQL to query a Music Store database, answer key business questions, and deliver data-driven recommendations for performance optimization
- Built interactive dashboards in Tableau to effectively communicate insights from US Census Data

**UDACITY INTRO TO PROGRAMMING NANODEGREE** **OCTOBER 2024**

- Developed skills in CSS, Java, and Python