Nicolas Perez Garcia

Junior Data Analyst

Paris, France | +33 6 25 58 12 29 | pereznicolas747@gmail.com | **Open to relocation to Canada**

SUMMARY OF QUALIFICATIONS

- BBA graduate entering an MSc in Data Analytics & AI Development, focused on turning data into actionable insights
- Solid foundation in SQL and data manipulation, with hands-on experience building analytics and automation tools
- Sales background that bridges data and business, translating analysis into clear recommendations for stakeholders
- Fluent in French (native) and English (C1); comfortable working in international environments

TECHNICAL SKILLS

Databases & Languages: SQL (PostgreSQL), data manipulation and preparation; Python (in progress)

Data Visualization & Reporting: Excel & Google Sheets (advanced), dashboards and KPIs; Power BI and Dataiku (in progress)

Web Analytics: Google Analytics, Google Tag Manager, segmentation, performance tracking

Other: CRM design, process automation, data quality and controls

PROFESSIONAL EXPERIENCE

Sales Representative & SDR — **Jan 2026 - Jun 2026**
Zefir (Proptech), Paris

- Managed the full sales cycle: prospecting, lead qualification, negotiation, and closing
- Worked as a Sales Development Representative (SDR): ran outbound campaigns and generated qualified leads
- Designed and built internal tools to automate and streamline the team's sales and reporting processes
- Automated lead tracking and follow-up, reducing manual work and improving data reliability
- Produced regular performance reports and improvement recommendations for management
- Collaborated with internal teams to secure deals and hit volume targets

Founder - Data & Web Development — **2024 - Present**
ZocoBoo (self-employed), Paris

- Build e-commerce sites and CRM back-offices connected to SQL databases
- Collect, structure, and activate client data; automate data processing and controls
- Manage projects end to end: scoping, development, and delivery

Data Analyst & Sales Assistant — **Apr 2024 - Aug 2024**
Ekinsport, Monaco

- Analyzed commercial data and produced decision-support indicators
- Supported the finance department in preparing investment decisions
- Drafted, tracked, and followed up on client quotes

CEO Assistant — **Jun 2025 - Aug 2025**
Oxyn, Lyon

- Coordinated projects and analyzed results to support strategic decisions
- Managed the CEO's schedule and prepared meetings

EDUCATION

MSc Data Analytics & AI Development (M2) — **2026 - 2027**
INSEEC, Paris, France

BBA - Bachelor in Business Administration — **2022 - 2026**
INSEEC, Lyon, France - Specialization: Entrepreneurship & Innovation
Graduated top of the Entrepreneurship & Innovation specialization

Exchange Program (SDG) — **Jan - Jun 2025**
Baruch College, New York, USA

LANGUAGES

- French - Native | English - C1 | Spanish - B2

ACTIVITIES & ACHIEVEMENTS

- Swiss National Boxing Champion; member of the Swiss National Boxing Team
- Competed at national and international level, demonstrating discipline, resilience, and performance under pressure