

# Hunter Sarkis

+1 (413) 884-5653 | hunterjsarkis@gmail.com | linkedin.com/in/hunter-sarkis | github.com/huntersarkis

## EDUCATION

**Grand Canyon University, M.S. in Business Analytics**, GPA: 4.0 / 4.0 *Jan 2025 - Expected Jul 2026*

**Relevant Coursework:** Predictive Analytics, Statistical Modeling, Machine Learning, Data Visualization

**Member:** Alpha Chi National College Honor Society

**University of Vermont, B.S in Business Administration**

*Aug 2021 - May 2024*

## CERTIFICATIONS

**Microsoft Certified:** Azure Data Fundamentals (DP-900)

*Mar 2026*

## TECHNICAL SKILLS

**Languages & Libraries:** Python, pandas, SQL, scikit-learn, R, tidyverse.

**Data Engineering & BI:** dbt Cloud, BigQuery, GCP, SQLite, ETL pipelines, data modeling, Git, GitHub, Power BI, Tableau, Excel, Jupyter Notebooks, VS Code, Azure, KNIME, Salesforce, Airtable.

**AI-Augmented Analytics:** Leverage AI tools including Claude, ChatGPT, and GitHub Copilot to accelerate data workflows, generate and pressure-test code, and reduce time from raw data to insight.

**Data Storytelling:** Translate complex model outputs and pipeline findings into executive-ready narratives — from exploratory analysis through stakeholder presentation and business recommendation.

## WORK EXPERIENCE

### Inland Management

**Williamstown, MA (Remote)**

*Customer Operations Analyst* | Salesforce, Excel, LiveChat

*Jan 2021 - Present*

- Own data quality across Salesforce CRM - running verification, deduplication, and standardization routines that keep lead records clean and reliable for downstream reporting and sales routing.
- Conduct data analysis using native Salesforce reporting tools to surface operational trends, and translate generated reports into clear, executive-ready narratives for senior leadership.
- Monitor operational dashboards tracking lead volume, response time, and conversion rate, surfacing trends that inform process improvements supporting millions in annual real estate transactions.

### Spirit Electronics

**Phoenix, AZ**

*Marketing / Sales Analyst Intern* | Power BI, Excel, SQL, Python, Tableau, Airtable

*Apr 2025 - Jun 2025*

- Built 3 Power BI and Excel dashboards tracking marketing KPIs (campaign performance, lead conversion, customer metrics), streamlining reporting and enabling data-driven decisions reviewed by C-suite executives.
- Engineered an Airtable sales pipeline database from scratch with automated lead-capture forms, cutting manual data entry to near-zero and improving data accuracy across the sales team.
- Queried and labeled all LinkedIn content using SQL and Excel to identify high-engagement patterns, producing insights that directly informed the company's forward content strategy.

## PROJECTS

**Fintech Analytics Pipeline** | Python, SQL, dbt Cloud, BigQuery, SQLite, Power BI, Git

2026

[github.com/huntersarkis/fintech-analytics-pipeline](https://github.com/huntersarkis/fintech-analytics-pipeline)

- Built a production-style fintech analytics pipeline using Python, SQL, and dbt Cloud, transforming raw data through a seed, staging, and mart layer into fact and dimension tables in BigQuery, tested and documented via schema.yml.
- Engineered a customer risk model using SQL CASE logic to segment 500 users by credit score and overdraft behavior, identifying 21 high-risk accounts and surfacing actionable findings for risk management.
- Built a four-page Power BI dashboard visualizing spend by category, top merchants, acquisition channel performance, and customer risk — delivering a complete raw-data-to-dashboard analytics workflow.

**SaaS Product Analytics Pipeline** | SQL, Python, SQLite, Git

2026

[github.com/huntersarkis/saas-product-analytics-pipeline](https://github.com/huntersarkis/saas-product-analytics-pipeline)

- Architected an end-to-end analytics engineering pipeline for a simulated SaaS company, transforming raw user, event, and subscription data through staging and mart layers into fact tables tracking DAU, total events, and subscription revenue.
- Modeled churn by classifying active vs. churned subscriptions via end-date logic in SQL, enabling retention analysis and revenue forecasting from clean, analytics-ready data.
- Surfaced business insights from pipeline output: referral drove the highest revenue by channel, Germany led by market, and active subscriptions outpaced churn 3:1 - packaged into a stakeholder-ready findings document.