

ANDRÉ SANLLEY

BIRTH DATE: 10/05/1983

COUNTRY OF NATIONALITY: DOMINICAN REPUBLIC / FRANCE (Double Nationality) no working permit needed.

EDUCATION

2007–2008 MSc in Economics

University of Manchester, UK

- British Chevening Scholar (2007/08).
- Expected grade 2:1 (September 2008).

2002–2006 BA in Economics

Pontifical Catholic University Madre y Maestra of the Dominican Republic

- Accrued GPA 4.0.
- Summa Cum Laude (Highest Academic Award) and President of the Economic Student Committee (2005/06).

2001–2002 Baccalaureate Scientifique (ES)

Lycee Gustave Jaume. Pierrelatte, France

- Distinction: “Assez Bien”.

1997–2001 High School Diploma

Loyola School. Santo Domingo, Dominican Republic

- “Best Student” Award (2001).

PROFESSIONAL EXPERIENCE

2005–2007 Senior Analyst in Business Intelligence

Verizon (Currently Claro & Codetel). Santo Domingo, Dominican Republic.

- Strong quantitative background through extraction, manipulation and statistical analysis of consumer behavior data and development of descriptive and predictive econometric models.
- Confident and reliable communication skills throughout routine presentations to executives regarding specific and high impact business decision of this 2.5 million customers company.
- Direct intelligence support for more than 40 executives and analysts in various Departments including: Finance, Marketing, Customer Service, Sales, Fraud, Operations and IT, among others.
- Received awards in each of the Employee Acknowledgment Events for proactive behavior in developing additional researches that significantly improved the company's strategy in the market.
- Models and Analysis using SAS9 including: product and services pricing models, profitability of products across the company, lifetime value of customers, product mix behavior of customers, survival analysis for specific products and customers, campaign management efficiency, potential market analysis, cross-sale, up-sale and win-back analysis, market competition analysis, best-fit models, fraud detection models, economic variable projections, geographical demand models.
- Manager of teams of up to 6 analysts in the following projects/analysis: **Prepaid Products Extensive Analysis**, advising on: demand, pricing, marketing efficiency, competition, elasticity, projections, and strategies; **Competitive Intelligence Surveillance Automated SAS Program**, managing and coordinating the effort of a of 3 analysts team in order to develop a 60 step automated SAS process to analyze and report indicators regarding the competition (this process is currently implemented and has won several awards in the corporation). **Traffic Analysis SAS Program**, which included real time compilation of customer data, from more than 4 main systems, in order to create a summarized data repository allowing for continuous and up-to-date analysis of customers.

2003 - 2005 Trade and Communications Assistant

American Chamber of Commerce of the Dominican Republic

- Assistant in the implementation of the Free Trade Agreement between five Central American Countries, the U.S. and the Dominican Republic. Working directly with local and foreign Governments and Companies.
- Coordinator of the Trade Committee, designing and implementing trade facilitation efforts between Dominican and North American companies.
- Coordinator of the Information Technology Committee. Coordinating efforts between local and foreign

governments and companies in creating business opportunities for technology related enterprises.

SKILLS

Organizational and Managerial Skills: Natural ability to coordinate large amounts of tasks, with strict deadlines, while being able to motivate and increase productivity of each member of a team. During the last year of my Undergraduate Degree I was employed as a full-time Business Analyst in telecommunications (Verizon), President of the Economic Student Committee and Organizer of the second Economics and Business Conference of my University. I have the ability to reliably deal with multiple tasks, being able to succeed in all of them with the aid of an adequate time planning.

Language Fluency: Fluent in three languages: English, Spanish and French. Spanish is native language. Formally studied English for 8 years in primary and secondary education, TOEFL scores: 114/120 iBT and further two years of professional experience in the American Chamber of Commerce. Studied French for 4 years and latter obtained a high school diploma in a one year exchange student program in France.

Interpersonal Skills: Keen capacity of understanding a person's needs and ways of thinking. This ability has been very useful in my former position of President of the Economic Student Committee, where I was in charge of intermediating between students and the University in order to solve conflicts. I have also developed this skill by being the coordinator of two business related committees in the American Chamber of Commerce, where I had to negotiate positions and initiatives between businesses and the government.

Adaptability: Having worked in telecommunications, trade & commerce, high school and undergraduate teaching, coming from a formal education in Economics, I have had the opportunity of changing environments fairly easy and quickly. Being able to efficiently communicate with an English speaking Senior Business Executive to a Spanish speaking high school student. I am able to adapt and apply my knowledge in business, economics and languages to diverse requirements.

Trade and Business Awareness: Through my experience in the American Chamber of Commerce I have been able to develop a practical approach to International Trade and develop important networks with local, as well as North American Trade Authorities and Institutions. Furthermore, as a Business Analyst in Verizon I was able to develop the skills necessary to analyze all of the components of a business (organization, markets, resources) in order to advice profitable and efficient strategies.

Independence: Although teamwork is of outmost importance in the success of any enterprise, I am a sufficiently independent person to evaluate and be accountable for important decisions. In my experience as the Chief Organizer of a Series of Business and Economics Conference, I had the responsibility of performing the financial planning, finding adequate funding and managing resources so that the goals were achieved, in all aspects of the project, making sure that each component (marketing, sales, and advertising) was being properly executed by each team member.

IT Skills: Through my work experience I have acquired the knowledge and practice of both elementary IT software as well as very advanced ones. I have a significant experience in Microsoft Office programs, such as Excel, Power Point, and Access among others. While in the more advanced part I have learned SQL and SAS programming (obtaining a SAS Base Programmer Certification), Business Objects, Eviews and SPSS.

EXTRACURRICULAR ACTIVITIES

2006 Teachers Assistant: Economics
Teachers Assistant for the following courses: Introduction to Economics, Monetary Theory, Macroeconomics II and Microeconomics II.

2005-2006 Economics Student Committee (CEEC)
President of the Economics Student Committee of the Pontifical Catholic University. Organizing academic and social activities for the students of the faculty of Economics.

PROFESSIONAL/ACADEMIC REFERENCES

- William Malamud, Executive Vicepresident, American Chamber of Commerce of the Dominican Republic. Office (809) 381-0777 Ext. 242.
- Ian Alan Worthington, H. M. Amabassador for the United Kingdom of Great Britain and Northern Ireland in the Dominican Republic. Office (809) 472-7111. E-mail: ian.worthington@fco.gov.uk
- Dr. Nikolay Sukhomlin, PhD in Mathematics. Full time professor at the Department of Economics of the Pontifical Catholic University. E-mail: w17971865@hotmail.com