

HAROLD SALAS

424-201-9367 | Torrance, Ca. 90501 | hsp419@gmail.com | www.linkedin.com/in/haroldsalasfa

Financial & Operational Analyst

Business Intelligence Analyst | Marketing Analyst | Data Analyst | Data Storyteller | Data Visualization | Operations Analyst

Reliable, energetic and resourceful Financial Operational Analyst serving Fortune 500, multi-billion-dollar corporations like Toyota Motor Credit Corporation (clients such as Lockheed, Home Depot, Lowes, Orange County Containers, etc.) and small companies. Highly analytical and process-oriented. Excellent training and presentation skills.

EDUCATION

University of California Irvine, Division of Continuing Education, Irvine, Ca.

Data Science Certification

California State University Dominguez Hills, Dominguez Hills, CA

Bachelors of Arts: Communication

ACCOMPLISHMENTS

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- \$3M recovered in past due balances for Toyota by streamlining and consolidating workflow. Developed a workbook to extract, transform, consolidate and load key SAP data into hundreds of customized invoices in rapid succession for several major clients. Recruiting and trained personnel to advance further past due recovery operations
 - 25% delinquency dropped down to 1.5% for Toyota Financial Services, Commercial Finance due in part to my aggressive analytics and in-depth knowledge of business requirement and corporate priorities
 - As a Certified Data Scientist, I utilized my extensive analytic skills to drive alignment on capacity models inputs across human resources, customer service, finance and program management

PROFESSIONAL SKILLS

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- 10 plus years of data analytics
 - Proficient in MS Access, Word, PowerPoint, Outlook, MS Project, Visio & other applications
 - Established analytic and problem-solving skills used to interpret operational data
 - Excellent oral and interpersonal communication skills (bilingual Spanish and English)
 - Effective team member and a leader in training,
 - Mapping, aggregation, conditioning, cleansing, analyzing and modeling to meet business requirements
 - Advanced MS Excel Skills (Power BI, Pivot tables, Charts, Macros & Functions like V Lookups)
 - Self-starter and team collaborator who is passionate about data analytics
 - Project planning and development
 - Maintain technical knowledge skills through workshops and other course studies

PROFESSIONAL EXPERIENCE

Torrance Adult School (in the Torrance Unified School District), Torrance, Ca. 04/22/2020 to Present

- Demonstrates my ability to instruct in person and via remote. Weekly instruction at night
- 4 hours a week from 6:30pm to 8:30pm
- Wellness instruction that covers the many cost-effective ways to maximize your immune system

Experience Unlimited (South Bay Professionals Association), Torrance, Ca. 09/2019 to Present

Vice President

- The Torrance Chapter of EXPERIENCE UNLIMITED, is an organization where executive, technical and managerial professionals help one another find opportunities to rejoin the workforce
- Due to the COVID-19 shutdown, meetings are managed remotely
- Performed individual Analytics to determine market trends for each members' chosen profession

University of California Irvine, Division of Continuing Education, Irvine, Ca. 09/2018 to 09/2019

Graduate with a Data Science Certification

Subject Matter covered:

- Effective Data Preparation
- Quantitative vs. qualitative analytics
- The theory and practice of computer science in process design using a variety of business cases
- Python programming and data analysis
- Dimensional Modeling such as Schemas and OLAP Cube (Online Analytical Processing Cubes) in data Architectures
- DW/BI (Dimensional Modeling and Business Intelligence)
- Statistic and Descriptive Analytics
- SAS (Statistical Analysis System) Predictive Modeling with Logistic Regression
- RDBMS Relational Databases Management Systems
- SQL (Search Query Language)
- SAP - ERP (Enterprise Resource Planning), CRM (Customer Relationship Management)
- Tableau for visualization
- Tableau Prep Builder to combine, shape and clean data
- Large data set manipulation
- R using RStudio
- KNIME (The Konstanz Information Miner)

Quinn Emanuel Law Firm, Los Angeles, Ca. Contract

04/2018 to 07/2018

Finance Analyst

- MS Excel used to analyze data to identify KPIs (Key Performance Indicators), significant differences and relationships
- Analyzed clients' financial status to determine challenges and areas of improvement
- Referenced Yardi information systems for source data
- Document system process and procedures, reporting needs and customer requirements
- Client portfolio included Microsoft, Apple, Google, Boeing and others
- Evaluate internal systems for efficiency, problems, and inaccuracies, developing and maintaining protocols for handling, processing, and cleaning data

Digital Realty, Los Angeles, CA. Contract

01/2018 to 03/2018

Data Account Analyst

- Create and maintain best practice reports based on data mining, analysis, and visualization
- Tableau used to edit dashboard and storyboard metrics to monitor and summarize department resulting in improvements in internal reporting
- Assigned to the largest network server company with locations worldwide
- Accessed WMS (Warehouse Management System) inventory and analyze data to assist in resolving past due balances

- Communicate with property managers representing database server facilities coast to coast, Europe & Asia with sales and marketing trends
- Utilized advanced Excel skills and interacted with the Yardi Property Management Software & Asset Management Solutions database and other resources to perform forensic account analysis
- Visualized results in graphs, charts and tables
- Client account audit

TransAmerica, Los Angeles, CA.

11/2016 to 12/2018

Licensed Financial Consultant

- Financial analytic using data accessed from the TransAmerica marketing systems to identify investments trends and patterns using Excel (Power BI) to design customized investment plans
- Compelling forecasts with reduced cost and potential risks that result in increased profit projections
- Introduce FP&A (Financial Planning and Analysis) investment strategies
- Perform 1035 exchange to roll over 401K's, IRA's, Roth IRA's and other investments
- Professional in-house training and development for peer consultants

Toyota Financial Services, Torrance, CA. 10/2007 to 01/2016

Financial Operations Analyst * Administrator Litigation Administrator * Customer Service/Collections

- Using Excel Power BI. Master data extracted from SAP WMS (Warehouse Management System) using SQL and data from MS Access, cleaned and structured for charged off accounts. Increased performance by 50% for the Loss Recovery department, resulting in a huge savings and ensured that recurring and none recurring metrics were delivered on time
- Served as liaison. Collaborating with BI (Business Intelligence), vendors, IT (Information Technology), Management and department staff. Recovered millions in past due balances and streamlined business practices for major accounts like Lockheed Martin, Saint Gobain, Home Depot & Arnold Logistics
- Assisted IT (Information Technology Departments) to conduct unit test (desktops and laptops) for hardware, software architecture and network functionality to meet business requirements
- Discovered and interpreted trends, patterns, metrics and relationships for Toyota Financial Service (Commercial Finance) operation and provide a summary of KPIs (Key Performance Indicators) to division staff and management
- Conducted business analysis of multiple confidential customer accounts using internal WMS (Warehouse Management System) data and external data sources to interpret the data and identify misapplied funds to reconcile transactions resulting in large reductions in delinquency
- Partnered closely with controllers, internal accounting team and vendor controllers to conduct financial analysis to identify WMS (Warehouse Management System) data variances and develop innovative solutions. Reconciled and processed millions in past due balances
- Served as key technical subject matter expert in MS Excel to apply Pivot Tables, Macros, VBA editing and V-Lookups for financial analysis, financial modeling and forecasting future performance
- Worked with BI department and consulted with other departments in SAP system analysis. conducted UAT (user acceptance testing) for all departments
- Conducted system test for BI department to confirm data integrity as reports were generated
- Accountable for analyzing Toyota Commercial Finance portfolio for management reporting to the North American Headquarters and Japan interdepartmental issues
- Prepared and implement training programs to instruct and enforce governance and policies, business process, technical procedures, statistical methods and business administration. Developed comprehensive training for new hires