# MICHAEL ANDERSON

## SALES FORECASTING SPECIALIST

**MA**

## CONTACT

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- 📍 San Francisco, CA

## SKILLS

- econometrics
- quantitative analysis
- market research
- data synthesis
- sales strategy
- presentation skills

## LANGUAGES

- English
- Spanish
- French

## EDUCATION

**BACHELOR OF SCIENCE IN ECONOMICS, UNIVERSITY OF MICHIGAN, 2015**

## ACHIEVEMENTS

- Increased forecast accuracy by 25% through innovative modeling techniques.
- Recognized as 'Top Analyst' for outstanding performance in sales forecasting.
- Contributed to a major project that improved revenue forecasting processes.

## PROFILE

Highly analytical Sales Forecasting Analyst with a solid foundation in econometrics and quantitative analysis. Expertise in synthesizing complex data into clear, actionable insights that support strategic sales initiatives. Proven ability to utilize forecasting software and tools to enhance predictive accuracy and inform decision-making processes. Strong background in market research and competitive analysis, enabling the identification of emerging trends and opportunities.

## EXPERIENCE

### SALES FORECASTING SPECIALIST

**Retail Dynamics**

*2016 - Present*

- Developed econometric models to predict sales trends based on historical data.
- Collaborated with marketing teams to translate market research into actionable sales strategies.
- Utilized advanced forecasting software to enhance data accuracy and reporting.
- Presented quarterly forecasts to senior management, influencing strategic initiatives.
- Analyzed competitor pricing strategies to refine sales projections.
- Conducted training workshops on forecasting techniques to enhance team capabilities.

### MARKET ANALYST

**Insight Solutions**

*2014 - 2016*

- Performed comprehensive data analyses to support sales forecasting efforts.
- Produced monthly reports detailing sales performance against forecasts.
- Collaborated with sales teams to align forecasts with actual sales data.
- Monitored market trends to identify potential impacts on sales forecasts.
- Assisted in the development of sales training programs based on forecast findings.
- Created visual presentations to communicate complex data insights.