

JULIUS JOHNSON

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EXPERIENCE

RGI Solutions

Atlanta, GA

Database Developer

September 2021– Current

- Designs and debugs, and maintains ETL/ELT process using SSIS (SQL Server Integration Services)
- Designed and redesigned database models for new and existing products
- Created utilities in PowerShell or python to support database administration functions
- Builds end-to-end static reporting solutions using SSIS, Stored Procedures, and SSRS

RentPath (Redfin)

Atlanta, GA

Sales Strategy & Analytics Analyst

April 2021– September 2021

- Provided insights into sales performance through the development of Power BI reports and presentations
- Created Ad-hoc sales reports/tools with Microsoft technology stack (SQL Server, Power BI, Power Automate, Power Query & Excel) to assist with sales operations that ultimately allow the Sales team to focus on selling
- Delivered PowerPoint presentations to VP of Sales Analytics and executives that direct decision-making

Customer Success Data Analyst

May 2019 – March 2021

- Introduced analytics to Customer Success; helped drive average resolution time down by 12% YOY
- Utilized Python and SQL to send individualized daily reports to Customer Success representative
- Partnered with B2B Product/Marketing teams to deliver dashboards that promote data discussions that lead to better data accuracy, discovery, and problem-solving

Quality Assurance Support Specialist

December 2017 – April 2019

- Employed T-SQL to streamline reporting processes and uncover insights for clients within the department
- Leveraged VBA and advanced formulas within Google Sheets/Excel to streamline the reconciliation of attribution data between client data and internal data; improved process execution time over ~60%
- Collaborated with sales to deliver solutions to reduce churn through developing client-facing presentations

Search Discovery (Further)

Atlanta, GA

Search Engine Optimization (SEO) Analyst

October 2016 – August 2017

- Created automated reporting using tools such as Google Analytics, Google Sheets, and Supermetrics
- Led website migrations for accounts above \$30,000 in revenue to new technology platforms
- Improved organic search performance by 30%, through the communication of recommendations to marketing and IT teams of Fortune 500 companies

Medium Blue

Atlanta, GA

Search Engine Optimization (SEO) Specialist / SEO Support

December 2014 – October 2016

- Audited HTML, CSS, and JavaScript to ensure best practices were used for loading times and indexation
- Reduced training time by 25% by creating documentation for SEO execution (Technical Audits & Reporting)

EDUCATION

Georgia State University, Robinson College of Business

Atlanta, GA

Masters of Science (M.S.): Marketing

December 2016

Bachelor of Business Administration (B.B.A.): Economics & Marketing

December 2014

HARD SKILLS

- SQL
- Python
- Tableau / Power BI
- Microsoft Azure

