

ANTONIO ARANTES

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Qualification Profile

Data analytics expert with 5+ years' expertise in interpreting large datasets for actionable insights. Proficient in data-driven solutions to enhance business operations. Successfully completed comprehensive training in Python, SQL, and Tableau, with a focus on advanced data analysis techniques. Demonstrated achievements include implementing process improvements resulting in significant cost savings and driving revenue growth through data-informed strategies. Strong communicator and skilled in conveying complex findings. Detail-oriented with adept project management skills.

CORE PROFICIENCIES

Data Analysis | Project Coordination | Strategic Planning | Data Interpretation | Python | Tableau | SQL | Critical Thinking
Process Improvement | Time Management | Relationship Building | Problems Resolution | Attention to Detail | Decision Making

PROFESSIONAL EXPERIENCE

IDC, London Manager

07/2022 to Present

- Serve as Head of EMEA for Smart Home Devices, leading regional strategy and client engagement across 3 regions and 25+ countries to drive business retention and expansion.
- Created models for the launch of new products and automated processes across the worldwide company.
- Provided consulting to Fortune Global 500 companies, leveraging historical and forecast market data to deliver data-driven insights supporting strategic decision-making and market positioning.
- Led worldwide Smart Home Devices market sizing 5 years forecasting and data analysis for 3 regions.

Senior Analyst

01/2019 to 07/2022

- Engaged clients across Western Europe to foster strong relationships, supporting business retention and facilitating new development opportunities.
- Slashed an estimated 50 working days of the analysts and enhanced the revenues along with the responsibility of leading a project to automate processes in all Devices Trackers.
- Increased revenue and expanded tracker capabilities by introducing new data splits for the Smart Home Devices Tracker.
- Compiled and analyzed data to produce research reports, delivering insights and strategic advice for clients.

Analyst

09/2017 to 12/2018

- Designed and launched the Smart Home Tracker in 16 countries of Western Europe and was responsible for the product's development from zero to a complete map of the European landscape with more than 50+ brands.
- Gathered, coordinated, and analyzed data for 16 countries and 6 data deliverables for the IDC's European Smart Home Devices and Mobile Phone Tracker.

Junior Analyst

01/2017 to 08/2017

- Collected and prepared quarterly data from 70+ mobile phone operators, manufacturers, and distributors in the 16 Western European markets covered.

EDUCATION & CREDENTIALS

Data Analytics Career Accelerator: London School of Economics

Executive Education: From Data to Decisions: Imperial College Business School

Post-Graduation, Marketing and Strategy: University of Minho – Braga

Bachelor, Management: University of Minho - Braga