

CHRISTOPHER JAMES MANALILI

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Adaptable — Perpetual Learner — Analytic

Education

San Jose State University

San Jose, CA

Bachelor of Science - Business, Management Information Systems; GPA: 3.5

Expected Graduation: May 2022

Achievements: Gary J. Sbona MIS Honors Program, President's Scholar (2021), Dean's Scholar (2020)

Organizations: Management Information Systems Association (MISA), Phi Kappa Phi, Beta Gamma Sigma Honor Society

Undergraduate Teaching Assistant: Writing Consultant - Communications Center (2020), Salesforce Technical Lab (2020-2022), Digital Innovations Course (2021-2022)

Skills Summary

Languages: Python, SQL **Tools and Platforms:** Tableau, Jira, Salesforce, Databricks, IBM Cloud, Mac, Windows

Soft Skills: Communication, Writing, Leadership, Analysis, Flexibility

Experience

Silicon Valley Leadership Group via Gary J. Sbona MIS Honors Program

Aug. 2021 - Present

Change Management and Communications Liaison

San Jose, CA

- Identified key areas of improvement through rigorous audits of company's Salesforce CRM and Mailchimp databases
- Collaborated on the development of a 6 month Salesforce CRM and Mailchimp overhaul plan
- Lead team and client communications

Toyota Motor North America

May 2021 - Aug. 2021

R&D Purchasing Co-Op - Electronics

Remote; Saline, MI

- Eliminated \$8 million dollars worth of supplier payment backlog through process improvement, with savings of 2.5 hours of overall process time
- Processed purchase orders and finalized pricing for 10 different vehicle parts
- Standardized the amortization of payments for design and development costs for parts in North American plants with a production volume of 2 million vehicles

Sun Mountain LLC

Jun. 2019 - Jul. 2020

Business Development and Marketing Intern

Walnut Creek, CA

- Increased leads by 70% through nearly 200 digital channels and 27 email campaigns
- Generated 11 project proposals for opportunities in government and private sectors
- Strategized and created content leading to a 90% increase in social following on LinkedIn

Goldbridge Ventures

Jan. 2019 - Jun. 2019

Analyst Intern

Livermore, CA

- Updated pricing matrices for 7 distributors and partners through daily analysis of equipment and software price sheets
- Responsible for planning and allocation of supply inventory between vendors and clients
- Managed weekly tracking report

Leadership

Management Information Systems Association, SJSU

May. 2021 - Present

Vice President of Corporate Relations

San Jose, CA

- Responsible for management of corporate relations for sponsorship of organizational events, workshops and programs
- Obtained 3 new partnerships through cold calls and e-mails

Accenture, Student Leadership Program (SLP)

Jan. 2021 - May 2021

Student Fellow

Remote

- 1 of 176 students selected nationwide
- Attended professional development workshops and mentored by senior level management

Extracurricular Activities

Tableau Case Competition

Apr. 2021

Data Analyst

San Jose State University, MISA

- Analyzed a data set consisting of 3.5 million data points using Tableau Software
- Constructed visualizations to highlight key data and information

MISA Summer Externship

Jun. 2020 - Aug. 2020

Lead Researcher

San Jose State University, MISA

- Designed a 3-phase Slack implementation process to improve campus-wide communication
- Analyzed technology gaps at SJSU and strategized feedback collection across 65+ students and staff