Omari Gillis

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EDUCATION

San Jose State University — San Jose, CA Expected Graduation: May 2026
Bachelor of Science in Business Administration, Management Information Systems

Berkeley City College — Berkeley, CA
Associate of Arts in Economics for Transfer Graduation: May 2024
Associate of Science in Business Administration for Transfer Graduation: May 2023

TECHNICAL SKILLS

Programming: Python
Data Tools: Excel, Oracle Live SQL, SQL Workbench
CRM Tools: Retool
Soft Skills: Leadership, Problem-Solving, Communication, Adaptability

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EXPERIENCE

Orangetheory Fitness — San Jose, CA August 2024 - Present
Sales Associate

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Orangetheory Fitness — Albany, CA May 2024 - August 2024
Lead Sales Associate
- Analyzed sales data to identify trends and improve membership strategies, achieving monthly growth targets.
- Utilized Retool to manage prospect/member data and optimize lead follow-up processes.
- Trained and supervised team members, fostering a collaborative and high-performing environment.

Sales Associate May 2022 - May 2024
- Enhanced sales conversion rates through personalized consultations tailored to individual goals.
- Supported studio operations, contributing to the team earning the 2023 Bay Area Studio of the Year Award.

Stand-Up Burgers — Berkeley, CA March 2021 - May 2022
Crew Member
- Collaborated with team members across restaurant stations to ensure smooth operations and customer satisfaction.
- Streamlined food preparation processes to maintain efficiency during high-demand periods.

Anthem Blue Cross — San Jose, CA November 2019 - December 2019
Volunteer
- Organized community events, including distributing raffle prizes and assembling giveaway bags.

PROJECTS

Relational Database Design for Targeted Job Role November 2024 - December 2024
- Collaborated in a team of five to design and implement a relational database tailored to a specific job role requiring database management skills.
- Developed an Entity-Relationship Diagram (ERD) to define the database structure and relationships, ensuring optimal design.
- Wrote SQL scripts to build, query, and demonstrate the database's functionality, highlighting its role in improving organizational performance.

INTERESTS

- Weightlifting, Nutrition, Philosophy, Psychology, Finance