

Jonathan Sheahan

IT SALES SPECIALIST · DATA ENGINEERING STUDENT

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Summary

Experienced IT sales professional with over five years of expertise achieving business and security outcomes for private sector and government clients. Passionate about using data science to solve challenging tasks, particularly in the field of sustainability, and in mastering the technologies and skill set required to do so.

Core competencies include: Account Management & Business Development · Cloud Computing · Managed Services · Data Analytics & Machine Learning · Data Cleaning and Wrangling · Mandarin & Cantonese (business fluency)

Work Experience

Probax Pty Ltd

Sydney, Australia

CHANNEL MANAGER

Feb. 2017 - Present

- Established and nurtured strong relationships with technology partners and customers in NSW, VIC, ACT and NZ, growing their trust and reliance on Probax's data protection solutions.
- Worked closely with company presales engineers to deliver complex data protection solutions across different environments, workloads and customer sizes ranging from SMB to large enterprise and government. Liaised with customer solutions architects, C-level execs and vendor specialists to complete large projects.
- Developed a concept API using FastAPI to retrieve billing and alerts information from the central management console.
- Deployed advanced sales analysis and automation, including methods for gauging account potential & risk scoring, web scraping & automated social media prospecting, and an advanced Excel pricing Estimator & web app.
- Developed a sentiment analysis machine learning model in Python to analyse support ticket text and score client satisfaction.

Exetel

Sydney, Australia

ACCOUNT MANAGER

Sep. 2016 - Feb. 2017

- Mixed account management & new business target drawn from corporate fibre, copper & wireless internet, corporate VoIP plans and other virtual private cloud and cross connect services.

Australian Chamber of Commerce - South China

Guangzhou, China

MARKETING MANAGER & EXECUTIVE MANAGER

April. 2014 - Feb. 2015

- Responsible for overall management of the chamber office including organising events, publications & marketing, multilingual social media and member services, plus representing the needs of members to government and other organisations.
- Managed large projects including major events, received international delegations and convened industry round tables. Lead a multilingual office comprised of both Australian and local staff members

StorageCraft Asia Pacific

Sydney, Australia

SENIOR ACCOUNT MANAGER

Sep. 2011 - Sep. 2013

- Account patch comprised of managed service providers large and small across ANZ, presented technical demonstrations & training, assisted in organising promotional activities and driving marketing campaigns
- Promoted within a year to manage 100 key customers with MRR contracts. Saw the program's subscription based revenue grow by over 100% through a smarter, data driven approach

Skillset

PROGRAMMING / DATA ANALYSIS

- **Python:** pandas, NumPy, Scikit learn, Matplotlib, TensorFlow
- **R:** Rattle, Ggplot2, Dplyr
- **SQL**
- **Git**
- **Microsoft Excel:** Advanced analytics
- **Machine Learning**
- **Data Visualization**

OTHER

- **Adobe Suite:** Photoshop, Indesign, After Effects, Premiere Pro, Illustrator
- **Languages:** Business level spoken and written Chinese (includes Mandarin & Cantonese)

Education

Australian National University

GRADUATE CERTIFICATE IN DATA ENGINEERING

- Python for data analysis · SQL/databases · Data mining · Data wrangling

Canberra, Australia

Jul. 2020 - currently studying

University of Melbourne

GRADUATE CERTIFICATE OF ARTS

- Asian Studies (First-class honours)

Melbourne, Australia

Jan. 2011 - Jun. 2011

University of Sydney

B. SOCIAL SCIENCES

- Government & International Relations · History · Social Sciences

Sydney, Australia

Jan. 2005 - Nov. 2008

Highlighted Projects

Plant Recommendation Systems with TensorFlow

USING MACHINE LEARNING TO ENCOURAGE GREATER BIODIVERSITY IN SPECIES SELECTION

- Project that used a TensorFlow machine-learning movie recommendation systems to generate plant species recommendations based on similarity.

Data Science Project

Feb. 2021

It's Getting Hotter in Here

EXPLORING AND VISUALISING AUSTRALIAN HISTORICAL TEMPERATURE DATA IN PANDAS

- This project examined trends in historical temperature data from the Bureau of Meteorology, using pandas and Plotly.

Data Science Project

Feb. 2021

Courses & Certificates

- 2020 **Applied Machine Learning in Python**, pandas, matplotlib, ML models
- 2016 **Introduction to Comp Sci & Programming Using Python**, CS fundamentals & theory
- 2016 **Machine Learning Foundations: A Case Study Approach**, ML fundamentals & application
- 2013-15 **Non-degree full-time Chinese study**, Spoken and written Mandarin & Cantonese

University of

Michigan

MITx

University of

Washington

Sun Yat Sen

University