Christine Yamada

Analytics Manager

San Diego, CA · (619) 555-0144 · christine.yamada@email.com · linkedin.com/in/christineyamada

SUMMARY

Analytics manager with 11 years in data analysis and business intelligence, now leading a team of 7 analysts for a life science instruments maker with $900M in yearly sales. Sets the BI roadmap, owns the Tableau and Power BI reporting suite and partners with sales and finance leaders on forecasts, pricing and Salesforce pipeline analytics.

EXPERIENCE

Analytics Manager

02/2022 - Present

Pacific Coast Life Sciences

San Diego, CA

Maker of lab instruments and reagents with $900M in yearly sales.

- Lead 7 analysts and BI developers, setting quarterly priorities and hiring for 3 new roles in 2025.
- Build a sales forecast model in Python and SQL from Salesforce pipeline data that reaches 95% quarterly accuracy.
- Run the Tableau and Power BI reporting suite of 60 dashboards used by 900 employees across 4 regions.
- Present monthly business reviews to the CFO and sales VPs, turning analysis into 5 pricing changes worth $14M.

Senior Business Intelligence Analyst

04/2018 - 01/2022

Coronado Medical Devices

Carlsbad, CA

Maker of surgical and patient monitoring devices.

- Designed the SQL data model behind a company-wide revenue dashboard used by 400 people.
- Led a move from Excel reporting to Tableau, retiring 80 spreadsheets and cutting month-end reporting by 3 days.
- Analyzed service contract renewals in R, finding $3M in at-risk revenue that the sales team then saved.
- Coached 3 junior analysts on SQL, dashboard design and presenting results to executives.

Data Analyst

06/2015 - 03/2018

Torrey Pines Health Plan

San Diego, CA

Regional health plan with 150,000 members.

- Wrote SQL reports on claims cost and provider performance for the 5-person medical economics team.
- Built Excel models tracking 120 provider contracts, showing $1.1M in yearly savings from 2 renegotiations.
- Matched member data from 3 systems, raising the match rate for quality reporting from 88% to 98%.

SKILLS

SQL • Python • Tableau

Power BI • R • Excel

Salesforce

Business Intelligence

Sales Forecasting • Leadership

EDUCATION

Bachelor of Science

05/2015

San Diego State University

San Diego, CA

Applied Mathematics