

# Andrew Tegala BSc

Wokingham, Berkshire • 0788 7502 752 • [mail@andrewtegala.net](mailto:mail@andrewtegala.net) • [andrewtegala.net](http://andrewtegala.net) • [LinkedIn](#)

## Profile

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Business Intelligence Lead with 17 years' experience gained in fast paced global businesses, highly skilled in partnering with leadership and operational teams to achieve business goals by developing and embedding digital tools and processes that deliver growth and transformational change.

## Employment History

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### Sales Data Analyst, Westcon-Comstor (T/O \$4.3b)

(July 2023 – Present)

#### Responsibilities

BI Technical Lead within Global Data & Analytics Function, reporting to Senior Director Analytics & AI. Role in supporting sales with interactive on-demand reporting solutions across Power Platform.

#### Key Achievements

- Developed and deployed with 3 months brand new RFM report for global sales (500 end users & 100 management).
- Developed and released complex scoring algorithm to rank all opportunity types to advise salespeople with a data-driven laser focused approach on managing their future pipeline and engagements with greatest RoI.
- Ad-hoc analysis when required for senior leadership using a mixture of tools – Alteryx (ETL), Denodo (Database Virtualization) and Snowflake (cloud computing).
- Advocate and champion for Power BI, creating and delivering training sessions across the company and mentoring new users onto the Power Platform.

### Sales Operations Specialist, Hitachi Vantara (T/O \$2.5b)

(July 2021 – June 2023)

#### Responsibilities

BI Technical Lead to Global Commercial Business Unit, reporting to Sales Operations Manager. Lead role in supporting key functions in developing and implementing on-demand solutions.

#### Key Achievements

- Implemented with 3 months reporting suite in Power BI for both senior managers and sales team (120 reps) to manage and plan their business processes from global, regional, district down to a territory. Established as the 2<sup>nd</sup> most adopted dashboard within Hitachi Vantara within six months of release.
- Implemented and developed salesperson activity tracking dashboard based on manual exports from third party web portal to build consolidated view of the business. Including 92k clients and 5000 activities per a day.
- Product Owner for end-to-end process for Territory 360 dashboard and all related data sources and processes
- Collaborated with Global Sales Operations to complete root cause analysis of Account Planning Process, introduced improved reporting cross-functionally, improved awareness of processes, improved practices and behavior. Achieved saving of 13k hours planning time for sales team each quarter.
- Advocate and champion for Power BI, creating and delivering induction and training sessions across the company and mentoring graduates onto the Power Platform.

### Business Analyst, Pharmacosmos UK (T/O £12m)

(2019 – 2021)

#### Responsibilities

Business Partner to Commercial Director and Regional Sales team, reporting to UK/IE Finance Director.

#### Key Achievements

- Delivered detailed analysis of reporting suite with recommendations to improve performance, delivery and end user experience. Recommendations introduced and embedded within three months, achieving improved KPI and engagement of all teams particularly field-based sales.
- Implemented specialist reporting, identifying sales trends, conducting detailed analysis of internal and external market providing recommendations to management team, with risk and opportunities.
- Improved and automated 20 processes to improve the data quality and enable end to end version control.

## Global Senior Sales Operations Analyst, CA Technologies (T/O \$4.2b)

(2013 – 2019)

### Responsibilities

Technical Lead reporting to the VP of Global Services Operations. Partnering with regional leads across 64 countries.

### Key Achievements

- Developed dashboard to display both revenue and bookings data to drive Services & Education GM & Senior Leadership Team with forecasting across 4 geographies circa 1500 FTEs. Delivered on time and within budget.
- Implemented Talent Management process review and dashboard reporting system to enable senior leadership to identify and reward key performers across the business. Built a fully automated process to enable talent reviews to take place with very limited Operations input.

## Financial Compensation Operational Analyst, Microsoft Corporation (T/O \$73.2b)

(2011 – 2013)

### Responsibilities

Reporting to EMEA Operations Manager to drive reward strategy supporting compensation plans for over 20,000 employees across 100 countries.

### Key Achievements

- Implemented incentive and compensation plans for Microsoft employees and partners across EMEA. Streamlined process resulting in 60% increase in accurate compensation payments. Collaborating with key stakeholders across the business (Sales Management, HR, Payroll & Finance).
- Lead role in taking ownership for maintaining data integrity monitoring and validating quota numbers, liaising closely with internal customers to deliver equitable payouts. Result - zero errors with 100% employee payout on time.

## Reporting Analyst, Intel Corporation (T/O \$54b)

(2010 – 2011)

### Responsibilities

Reporting to Senior Operations Manager, providing dedicated support to an EMEA field team in 5 sales centers across 100 countries, circa 9,000 customers.

### Key Achievements

- Replaced manual Excel report with semi-automated SQL based weekly Sales Target report with 100% accuracy and delivered on time, within budget.
- Providing detailed product marketing reports and improved the quarterly refresh cycle by reducing processing time to 2 hours from 8 hours eliminating manual errors.
- Internal champion of EMEA SharePoint site, maintaining and uploading real-time management information, dashboards, KPIs, sales data and incentive schemes. Enabled colleagues on benefits and the most effective use of these resources.

## Education

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### De Montfort University, Leicester

BSc Computer Science

(2000 – 2004)

### The Henley College, Henley-on-Thames

A Levels

(1998 – 2000)

## Key Software & Technical Skills

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SFDC  
Oracle  
SAP  
MicroStrategy  
Denodo

Certified MS Power BI Developer  
Certified MS Excel Specialist  
Advanced SQL Skills  
Certified Alteryx Core Designer