

MikikoBazeley

Data Science | Sales & CS Strategy | Information Systems

LI: [linkedin.com/in/mikikobazeley](https://www.linkedin.com/in/mikikobazeley) | **GH:** github.com/MMBazel | **E:** mmbazel@gmail.com | **M:** medium.com/@mmbazel

technical skills

- **Sales Ops & Analytics** (Sales Planning, Forecasting, Territory Planning, Lead Scoring)
- **CS Ops & Analytics** (Renewal Forecasting, Customer Health Scoring)
- **Machine Learning** (Model Building – Classification, Regression, Clustering, Evaluation, Parameter Tuning)

languages +software

- **Python** (scikit-learn, numpy, pandas, matplotlib, bokeh, genism, spacy, Jupyter)
- **R** (tidyR, ggplot, scheduler, Shiny)
- **SQL** (Redshift, MySQL, Oracle)
- **PySpark** (Databricks)
- **Java**
- **Salesforce**
- **Anaplan, Adaptive**
- **Tableau, Power BI, Domo, Looker**
- **Excel**

summary

Partnering cross-functionally to intelligently leverage data science to drive strategy

experience

08/18—curr. **Global Sales Analyst (BI)**

WalkMe, San Francisco

- Built sales demo qualification model (using machine learning techniques) to improve visibility into top of the funnel forecasting by 50%. Model built in Jupyter using sklearn, numpy, pandas & connected to Redshift via sqlalchemy.
- Created sales demand model for calculating sales & marketing pipeline targets & decreased quarterly demand planning cycle by 75%.
- Modeled volatility & performed time series analysis of account portfolio allocations (utilizing randomization models, statistical tests, & historic data) to test equality of historic allocations & to provide guidance around fair account management for compensation discussions.

07/17—08/18 **Data Scientist (Customer Success)**

Autodesk, San Francisco

- Created, developed, maintained mission critical reports & dashboards. (via Domo, PowerBI, Looker, Tableau) -- Managed 40+ business partners across 3 time zones, including executive staff & senior leadership.
- Automated two-way pipelines between applications like SFDC, Domo (via R, SQL) by leveraging API's & R packages (schedulR, etc.) for near real-time visibility & analysis into customer usage patterns.
- Created customer health scoring system using product usage data, including implementing automated notifications for proactive engagement by customer success/adoption specialists.

10/16—07/17 **Sales Analytics Associate (FP&A)**

Sunrun, San Francisco

- Created monthly & quarterly forecasts for sales & customer success partners, including building and automating sales planning processes using Anaplan (turnaround time to plan & outlook production decreased by 75% while improving data fidelity & visibility)
- Coordinated with operations, supply chain, sales to produce materials forecasts based on annual planning, quarterly outlooks and pipeline forecasting in order to decrease change orders & overstock by 25%, as well as create volume guidance for new markets and products.

- Partner with sales leaders and account managers to develop, maintain, and align key stakeholders on operational and financial metrics to improve pipeline visibility & accountability (from Leads to Opptys to Install & Monitoring)

education

Data Science, NLP Track

Springboard, San Francisco

Coursework:

- Data Wrangling (scikit-learn, numpy, pandas)
- Machine Learning (Linear/Logistic Regression, SVM & Trees, Bayesian Methods, Clustering), NLP
- PySpark
- Visualization (matplotlib, seaborn, bokeh)

Economics/Anthropology, B.A.

UC San Diego, La Jolla

Coursework:

- Econometrics, Economic Development, Macroeconomics, Microeconomics, Monetary Economics, Public Health
- Multivariate Calculus, Linear Algebra

certifications

04/18—curr.	Supply Chain Management MicroMasters	MITx
01/16—curr.	Database Programming: MySQL/Open Source Technologies	CCSF, San Francisco
12/13—04/14	Geographic Information Systems (GIS)	CCSF, San Francisco

