Mikiko**Bazeley**

Data Science **|** Sales & CS Strategy **|** Information Systems

**LI**:  [linkedin.com/in/mikikobazeley](file:///C:\Users\mikiko.b\Downloads\linkedin.com\in\mikikobazeley) | **GH**: [github.com/MMBazel](https://github.com/MMBazel) | **E**: [mmbazel@gmail.com](mailto:mmbazel@gmail.com?subject=Hi!%20I%20was%20looking%20at%20your%20resume) | **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