www.linkedin.com/in/leandro-hernandez (LinkedIn)

Top Skills

Analytics

Data Mining

Business Intelligence

Languages

English

Spanish

German

Certifications

Deep Learning Nanodegree Foundations (Udacity)

Leandro H.

Senior Data Scientist at OspreyData, Inc.
Orange County, California Area

Summary

Hands-on Data Scientist with years of experience using open source and commercial Analytical Software. Expert at matching technical and business requirements to analytical software applications. Accomplished leader of business concepts development and innovation within the Enterprise Software industry. Years of experience working at both big organizations and startups. Instrumental in devising selling strategies targeting C-Level executives. Fluent in English & Spanish.

Specialties: Areas of expertise include:

Data Science • Python • SQL • R • Deep Learning • Startups
Requirements Gathering • Pre-Sales Consulting • Solution Development • Project Management
Proposal Development • Architecture Designs • Customized Demonstrations • Presentations
Technical Training & Mentoring • New Product Development • Project Lifecycles
Process Streamlining • Client Liaison • Industry Forum Speaker • SAS

Experience

OspreyData, Inc. (Startup founded in August 2013)
Senior Data Scientist
December 2016 - Present (3 years 4 months)
Orange County, California Area

Working with Data Science team in adding predictive capabilities to the physical systems intelligence platform of the company (Gas and Oil). The platform operates alongside traditional monitoring, process control, and SCADA. The goal was to deliver deep, predictive insights into the behavior

of complex mechanical systems and help clients to harness a sea of physical sensor data and turn it into actionable intelligence.

Data Science techniques used included, but were not limited to: Classification (i.e. Random Forest), Clustering (i.e. k-Nearest Neighbors), PCA, Survival Analysis, Gaussian Processes, Probabilistic Programming, Confidence Interval, Time Series Feature extraction, etc.

Predixion Software, Inc. (Startup founded in 2009. Acquired by Greenwave Systems in August 2016)
4 years 1 month

Director of Data Science
May 2016 - September 2016 (5 months)
Orange County, California Area

Besides similar Duties, Responsibilities, Education and Experience as in the previous position (see below), also in charge of rebuilding the Data Science team (screening, interviewing and hiring)

Strong interaction with development team for building from scratch a real-time visual analytics on the edge platform.

Focused almost exclusively on Analytics on the edge. Similar regions, IoT customers and IoT Solutions as before (see previous position).

Director of Analytics Solutions
January 2013 - May 2016 (3 years 5 months)
Orange County, California Area

Design, model, develop and support enterprise scale predictive analytics software solutions.

Similar Duties, Responsibilities, Education and Experience as in the previous position (see below).

All Industries. All Solutions. Regions: US, Europe, Asia, Middle East, Australia, Latin America, Africa.

All company sizes from small startups all the way up to big global companies, including mid-size.

Pivot from all-purpose cloud based predictive analytics platform to a real time visual analytics platform (on the edge, gateway, cloud).

Analytics Solutions Architect
September 2012 - January 2013 (5 months)
Telecommute

Essential Duties And Responsibilities

• Strong client-interaction. Capturing requirements, documenting problems, clearly communicating results in both written and oral presentations, demonstrating predictive analytics and BI solutions to prospective clients.

• Utilize Predixion's predictive analytics technology in combination with industry standard statistical techniques to develop forecasts, create predictive models, and perform data mining.

• Develop databases, perform data validation, and statistical analysis of data sets to build models and perform multivariate analysis.

• Gathering, analyzing, and normalizing relevant information related to business processes, functions, and operations to evaluate data credibility and determine relevance and meaning.

• Design overall data architecture and applications to support our client's predictive analytics requirements.

• Lead and participate in customer and/or partner teams with the goal of automating manual processes delivering integrated analytical applications to the enterprise.

• Developing and presenting standard or customized strategic, executive-level demonstrations outlining the functional capabilities, competitive advantages and business benefits Predixion solutions.

• Test models across Predixion Insight and other industry tools.

Independent Contractor
Analytics Consultant and Tutor
November 2009 - September 2012 (2 years 11 months)

Provide consulting and coaching for small business owners as well as tutoring services for undergraduate and graduate students majoring in Business, Management and Engineering.

Independent Consultant
Senior Business and Analytics Consultant
June 2008 - June 2009 (1 year 1 month)

Provide consulting services, including solution development, implementation, and project closeout at customer sites. Deliver targeted project results through role as expert in the application of specific SAS methodologies, projects, and technologies.Utilize best practices and industry standards. Gather requirements, develop project schedule, and design, build, and implement applications.

SAS Institute
3 years 2 months

Account Executive for Industrial Sector
July 2007 - March 2008 (9 months)

Promoted to initiate and develop the manufacturing practice of SAS Latin America North (Mexico, Central America and Andean Region), taking the leading role in relationships with clients and prospects, identifying the needs, defining the possible solutions, making proposals and closing the sales. Long-cycle consultative sales.

Business and Analytics Consultant
February 2005 - July 2007 (2 years 6 months)

Supporting sales people, developing Proofs Of Value and Proofs Of Concept, working with Professional Services, Marketing and Partners to leverage the analytical component of SAS Business Intelligence solutions. Technical Demos and Presentations at all levels, especially C-level. Training internal and external people in the North Latin America region (México and Central America). Attending all industries. Participating in industry forums. Acting sometimes as spokeperson for Industry Solutions. Selling some products and solutions for the first time in the Region. Writing for some mexican magazines as well as a newspaper, articles on Analytical Sofware Solutions for different industries for nonqualified readers. Supporting sales growth levels well over 50% every year in the region.

Universidad Anahuac del Norte
Data Mining Instructor

July 2005 - July 2007 (2 years 1 month)

Course in Basic Data Mining for Executives from a management perspective. Focused not in complex mathematical formulations but in the methodologies, techniques and analytical tools to pattern discovery in databases.

ITESM, Campus Ciudad de Mexico
Adjunct Professor
August 2000 - July 2006 (6 years)

Teaching Courses in Statistics, Forecasting and Mathematics for undergraduate and graduate students.

Universidad Anahuac del Sur
Adjunct Professor
July 2004 - January 2005 (7 months)

Teaching courses in Statistics, Forecasting, Mathematics and Physics for undergraduate students.

Physics Institute UNAM
Postdoctoral Contract as Associate Researcher
October 2001 - October 2003 (2 years 1 month)

Experimental nuclear physics project. Participating in experiments at the Pelletron Particle Accelerator. Monte-Carlo calculations in FORTRAN. Theoretical nuclear physics project on algebraic models for the nuclear structure. Group Theory applied to nuclear structure. Presenting results in Seminars and Conferences. Writing papers for national and international scientific journals including peer reviewed journals.

Physics Institute UNAM
Graduate Student
February 1996 - July 2001 (5 years 6 months)

Justus-Liebig University Giessen
Graduate Student
September 1998 - September 1999 (1 year 1 month)

Advanced Institute for Nuclear Science and Technology
Social Service as Research Associate
September 1994 - February 1996 (1 year 6 months)

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Education

Udacity
Deep Learning Nanodegree Foundations, Deep Learning · (2017 - 2017)

Institute of Physics, UNAM
Ph.D. in Sciences, Physics · (1997 - 2001)

VII Intl Cmte for Future Accelerators (ICFA) SCHOOL ON INSTRUMENTATION IN ELEMENTARY PARTICLE PHYS.
 · (1997 - 1997)

Institute of Physics, UNAM
Master in Sciences, Physics · (1996 - 1997)

Higher Institute of Nuclear Science and Technology
Bachelor in Nuclear Physics, Nuclear Physics · (1989 - 1994)