(Eddie) Chiu-Ming Lam

Address: Boston MA 02108
Phone Number: (718) 785-7960
Email address: edlam711@gmail.com

Education

Suffolk University Boston MA — Sep 2018 - May 2020

BS Big Data & Business Analytics (Current GPA: 3.98)
- **Relevant Programming Courses:** Object-Oriented Programming w/ Python; Turn Data into Insights Python; Applied Predictive Analytics with R; Honors Decision Analytics; Applied Statistics; Linear Algebra; single-variable Calculus; Applied Econometrics

Bunker Hill Community College Boston, MA — Sep 2015 -Dec 2017

Associate's Degree, Business Concentration (GPA upon Graduation: 3.98 GPA)

Machine Learning Projects

Learning Through Disaster w/ Titanic Dataset
The goal of this project is to make a model that can predict a passenger's chances of survival
- Cleaned the data using libraries Pandas and NumPy; used machine learning library scikit-learn to model the data with logistic regression and decision tree
- Through visually exploring the dataset I come up with the hypothesis that sex and passenger class were the key two factors that determine a person's chances of survival, and the fitted model later confirms that hypothesis

Auto Insurance Claim
The goal of this project is to develop a model that can predict if an applicant's car insurance claim should be accepted or denied
- The data has high class-imbalance, and to mitigate the class imbalance issue, I applied a grid search cross-validation to solve for the parameters that will yield the highest AUC score

Web Portfolio: https://bit.ly/EddieLamWebPortfolio
GitHub Page: https://github.com/Coddielam/MachineLearningProjects

Work Experience

Center of Learning and Academic Success (CLAS), Suffolk University Boston MA
- **Ballotti Scholar** — Jan 2019 - May 2020
  - Developed and presented workshops on Excel and Machine Learning
  - Created a YouTube video to demonstrate doing a Machine Learning project
- **Peer Tutor & Study Group Leader** — Feb 2019 - May 2020
  - Conduct 1-on-1 tutoring for Data Analytics with Python/ Excel, Accounting, Strategic Management, etc.

Solstice Technologies, Inc. Cambridge MA
Saas software and turnkey marketing and sales solutions for the community solar industry

Outreach Data Analyst Intern — Nov 2018 - May 2019
- The position was opened up specifically for me to help the company become more data-driven
- Managed and developed sales performance dashboards using SalesForce and Google Sheet
- Modeled sales data and developed sales forecasts using Google Sheets using Triple-Exponential Smoothing
- Developed a sales territory split for a project
  - Used Python to crawl public government data
  - Used data crawled to create a Choropleth map using Tableau to visualize territory divisions
- Cross-collaborated with the business development team to create data visualizations for business clients

Rekener Inc. (Now Part of Brainshark) Charlestown, MA
B2B Saas data platform integrating SalesForce, Hubspot, Marketo data for sales coaching

Social Selling/Business Operations Intern — May 2017 - Jan 2018
- Conducted social selling using LinkedIn.com social selling to over 10,000 prospective customers
- Personally responsible for managing social selling campaign metrics

Other Experience And Interests
- Professional tools: SQL, Python, R, JavaScript, HTML, CSS, Bootstrap, Excel, Google Sheet, SPSS, Stata, SAS, Tableau
- 2+ years college orientation mentor at Bunker Hill Community College