

## **[VLS Environmental Solutions]**



VLS Environmental Solutions, LLC is a leader in waste management, railcar cleaning, and marine services based in Houston, Texas. They are committed to stewarding towards a cleaner, safer, more ecologically friendly environment for generations to come by helping companies abide by government regulations and limit waste, injury, and environmental impact.

### **Project Description**

The primary goal of this project is to identify and provide leads for the sales force of the manufacturing waste management team of VLS. The final findings of the project would reside in their Customer Relationship Management (CRM) system. Specific tasks include:

- Exploratory data analysis of internal data sources and public data sources to be identified by the team
- Determining the common factors of clients that are typically willing to pay more for environmental services like the ones VLS provides
- Investigating the potential of expanding into regions VLS is not yet operating in

**Internal Partners:** President and CEO, Executive Vice President

**Datasets:** Internal Data, public sources TBD

**Coding Languages:** Python

### **Specific Skills**

1. Data cleaning / wrangling
2. Potential web scraping
3. Predictive analytics

Expected Technical Difficulty: **Easy/Medium**