

# Estevan Fisk

## Data Scientist

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### Profile

Highly accomplished and results-oriented Senior Data Scientist with over a decade of experience driving business value through data-driven solutions across diverse industries. Possessing an advanced degree in Statistics, I am an expert in predictive modeling, machine learning, natural language processing, and statistical analysis. Proven ability to lead large-scale projects from ideation to implementation, mentor peers, and communicate complex technical concepts to non-technical stakeholders. Eager to leverage my expertise to contribute to the firm's mission and growth.

### Experience

#### **OPERATIONS RESEARCH ANALYST, COST ANALYST | AIR FORCE COST ANALYSIS AGENCY | JULY 2022 – PRESENT**

- Top Secret & SCI clearance
- Led or served as a key member of a cost integrated team, conducting non-advocate cost assessments on programs totaling over \$20B, providing data-driven recommendations.
- Conducted research on follow-on acquisition program costs, providing insightful cross checks for existing models which led to 15% correction of estimated ground costs.
- Improved impactful metrics by researching sub-element learning curves and acquisition lag effects, leading to a 10% change in expected R&D costs.
- Assisted agency level analysis of alternatives for narrowband communications leading to long-term saving of over \$1B in future program costs.

#### **DATA SCIENCE ADJUNCT INSTRUCTOR | EDX | FEBRUARY 2022 – MARCH 2024**

- Remotely taught Data Science FinTech Bootcamp at Arizona State University which covered machine learning/AI, Predictive Analytics, Finance, & Blockchain.
- Mentored and guided student research projects, providing expertise in experimental design, data pipelines, and database engineering.

#### **STATISTICAL CONSULTANT | CHIPOTLE MEXICAN GRILL | JANUARY 2020 – MAY 2020**

- Used enriched data to rank and cluster over 2,600 restaurants, combining internal data and external unstructured text data for feature engineering using natural language processing with 90% accuracy.
- Ensemble modeling conducted in Python. Predicted clusters were ranked and analyzed to extract meaningful insights into store performances.

#### **OPERATIONS RESEARCH ANALYST, EARNED VALUE MANAGEMENT SPECIALIST | DEFENSE CONTRACT MANAGEMENT AGENCY | APRIL 2019 – JULY 2022**

- Analyzed cost and schedule data, forecast analysis, and ad-hoc reporting in support of program decision-making, totaling over \$1.3B.

- Designed and evaluated implementation of large-scale forecasting metrics, to identify and mitigate risks early, potentially saving substantial dollars across \$5.8T in agency contracts. Project included creating dashboards and democratized data insights.
- Constructed Natural Language Processing (NLP) models to perform aspect-based sentiment analysis on survey data, providing actionable insights for decision-making.
- Cost forecasts have resulted in over \$5M in cost savings for government.

## **PRODUCTION MANAGER/DATA SCIENTIST| INFORMA RESEARCH SERVICES | OCTOBER 2016 – MARCH 2019**

- Managed a team of 7 direct reports, providing mentorship and leadership in a SaaS and research-based organization, emphasizing ETL data processing.
- Enhanced product offerings by 50% with Product & Engineering teams. Leading to 20% increase in valuation and upselling opportunity.
- Built statistical models to forecast demand elasticity and propensity to buy using R, with 85% accuracy for propensity model.
- Constructed sampling designs and frames, and questionnaires for research segment. Specialized reporting led to \$20K + in annual subscription revenue.

## **CONSULTANT/PORTFOLIO ANALYST| US BANK | MARCH 2016 – OCTOBER 2016**

- Developed new training metrics for operational improvements, based on tracking and analysis of existing raw data.
- Results led to a 20% reduction in average training time with significant results based on ANOVA testing.

## **Education**

### **MASTER OF SCIENCE IN STATISTICS | MAY 2020 | CALIFORNIA STATE UNIVERSITY, FULLERTON, CA**

### **BACHELOR OF ARTS IN BUSINESS ECONOMICS| MAY 2010 | UNIVERSITY OF CALIFORNIA RIVERSIDE, RIVERSIDE, CA**

- Graduated Summa Cum Laude

## **Skills & Abilities**

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| <ul style="list-style-type: none"> <li>• Database/Server: MS SQL &amp; Postgres</li> <li>• Programming languages: R, Python, Visual Basic, &amp; SQL</li> <li>• Excellent interpersonal, negotiation, &amp; communication skills, SAAS &amp; B2B experience</li> <li>• Project Management: Experimental design, data pipeline design</li> </ul> | <ul style="list-style-type: none"> <li>• Software/Tools: MS Excel, Pyspark/Spark SQL, AWS, TensorFlow, R-Shiny, Streamlit, Dataiku, Databricks, PowerBI, Salesforce, &amp; Ethereum</li> <li>• Analytics: Machine learning, data visualization, &amp; feature engineering</li> </ul> |
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## **Certificates**

- IBM: "Introduction to Big Data with Spark and Hadoop"
- Business Science University: "Shiny Web Applications" & "Data Science for Business with R"
- Lynda: "SQL Essential Training", "Lean Six Sigma Fundamentals"