

## Estevan Fisk (Data Scientist)

Estevan.fisk@gmail.com, [www.linkedin.com/in/estevanfisk](https://www.linkedin.com/in/estevanfisk),  
<https://github.com/EstevanFisk>

### Summary:

Highly accomplished and results-oriented Data Scientist with over a decade of experience driving business value through data-driven solutions across diverse industries and services (B2B, SAAS, Finance, and Government). Advanced degree in Statistics, 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.

### Professional Projects:

- Chipotle Mexican Restaurant (CSUF): Developed an **NLP model in Python and Streamlit** to analyze and cluster customer comments from both internal and external unstructured text data. This **led to 90% accuracy** in automated comment tagging, enabling efficient insight extraction.
- Informa: Created a demand elasticity model using **exponential regression** and a propensity-to-buy model using **logistic regression** in R and R-Shiny. Propensity model achieved 85% accuracy, providing valuable insights for sales and marketing strategies.
- DCMA: Designed and evaluated new forecasting metric for the Department of Defense (DOD) using Brier scoring. Performed **simulations in R and created dashboards in R-Shiny and Power BI**, a project with the potential to save substantial dollars across \$5.8 trillion in agency contracts.
- Wells Fargo: Conducted a **time series analysis in Python** to forecast future workflow growth. The resulting projections for hiring temporary staff during peak periods led to savings of over 250 overtime hours per month.
- AFCAA: Performed a regression-based cross-check analysis to follow-on acquisition program costs in Python using Dataiku, leading to a 15% correction of estimated ground costs.

### Data-Driven Process Optimization and Automation:

- US Bank: Developed new training metrics using Visual Basic, MS Excel, and **ANOVA testing**, which led to a 20% reduction in training time for operational staff.
- Wells Fargo: Engineered a Visual Basic and Excel application to automate daily tasks, resulting in a **50% reduction in required effort**.
- Informa: Automated SQL views and stored procedures to ensure data freshness and maintain service level agreements (SLAs), ensuring continuous data availability.
- Wells Fargo: Implemented an updated FAQ system and **conducted A/B testing** to validate project impact. This effort led to a 15% decrease in overall phone call time by providing consistent and quick information to both customers and internal employees.

### Research, Strategy & Instruction:

- edX (Arizona State University): Served as a Fintech/Data Science instructor for a remote bootcamp. **Taught core concepts including machine learning, predictive analytics**, and blockchain. Mentored students on research projects, providing expertise in experimental design and data pipelines.
- Informa: Led the design of surveys for the finance industry, which resulted in new services with profit margins of 50%-75%. This work focused on maximizing study value while minimizing resource use.
- Informa: Integrated third-party data to enrich existing company data through feature engineering, resulting in improved market share approximations and a 10% increase in product valuation.
- AFCAA: Conducted research on sub-element learning curves and acquisition lag effects in Python within Databricks and Excel. This led to a 10% change in expected R&D costs.

### **Education:**

- **Master of Science in Statistics** | May 2020 | California State University Fullerton
- Bachelor of Arts in Business Economics | May 2010 | University of California Riverside

### **Pertinent Work History:**

- Data Science adjunct instructor | edX | February 2022 – March 2024
- Production Manager/**Data Scientist** | Informa Research Services | October 2016 – March 2019
- Statistical Consultant | Chipotle Mexican Grill (CSUF) | January 2020 – May 2020
- Consultant/Portfolio Analyst | Us Bank | March 2016 – October 2016
- Operations Research Analyst, Earned Value Management Specialist | Defense Contract Management Agency | April 2019 – July 2022
- Operations Research Analyst, Cost Analyst | Air Force Cost Analysis Agency | July 2022 – Present
- Credit Analyst | Wells Fargo NA | January 2014 – February 2016

### **Technologies:**

- Languages: Python, R, SQL, Visual Basic
- Other: Pyspark, Plotly, Pandas, Numpy, Salesforce, Scikit-learn, TensorFlow, Statsmodels, Streamlit, Ploytly Dash, PowerBI, Databricks, Dataiku, Spark SQL, NLP

### **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”