

STEPHEN KATZ

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Summary

Accomplished professional in descriptive, predictive, and prescriptive analytics. Innovative leader with strong project management skills focused on continuous improvement building data science teams to drive change and improve results.

Profile Summary

Customer-focused
Thought Leader
Innovator
Strong project manager
Great team builder

Skillset

R, Rshiny, Rmarkdown, SQL, SAS,
GAMs, Earnix

GLMs, ensemble methods (GBMs),
Optimization, PCA, Factor Analysis,
Monte Carlo simulations, Spatial
smoothing.

About Me

Ravinia Festival contributor

Botanic Garden contributor

Huge Chicago Bears fan

Like fantasy novels and writing
them (not published)

Education

Masters of Science, Statistics Florida State University - Tallahassee, FL	1997
Bachelor of Science, Mathematics & Philosophy Emory University – Atlanta, GA	1993

Experience

Kemper Financial
Assistant Vice President

Chicago, IL
February 2018 to Current

- Organically built, coached, and developed a dedicated onshore and offshore team in a newly formed Data Science department for Life & Health.
- Responsible for growth and development of team members to carry out Life & Health Data Science solutions including ETL, predictive models, deployment, monitoring, and dash-boarding.
- Key focus on functional areas including Marketing, Distribution, Product, Operations, Actuarial, Finance, and Commissions.
- Delivered custom insights including market baskets, brand profiling, and customer buyer profiles that boost customer loyalty and drive efficient volume.

Catalina Marketing
Sr. Director

Schaumburg, IL
August 2015 to January

- Member of the manufacturing analytics team whose primary role included program design & measurements and custom insights.
- Built a team of directors to drive innovation and efficiencies.
- Oversaw measurements of various programs implemented for a variety of manufacturers. This included customer-based and transactional targeted programs.
- Developed modeling solutions to better understand better/poorer-performing sub-populations of the original targeted cohort. This allowed delivery of more efficient programs. Known now as the Silver Lining Analysis (continuing to this day).
- Proactively led a pure research effort to understand how to allocate volumes appropriately among overlapping programs.
- Delivered custom insights including segmentation, market baskets, competitive defense, brand profiling, and customer buyer profiles that boost customer loyalty and drive efficient volume.
- Won the 2017 Hack-A-Thon Catalina competition; over 50 teams entered.

THE HARTFORD
Director / Sr. Research Consultant

Hartford, CT
May 2005 to 2015

- Built and led an off-shore team accountable for delivering predictive analytics for a broad base of initiatives.
 - Team was designed to support data management, reporting, predictive and prescriptive analytics including the highly complex and regulated pricing initiatives.
 - Off-shoring model was duplicated by three other departments as a result of the success of this team.
- Built out proprietary insurance-based Optimization tool in GAMs.
 - Resulted in an immediate cost savings of over \$900k dollars per year.
 - Added functionality and eliminated renewal software contract.
- Successfully led the build for the Consumer Markets Auto Insurance pricing.
 - Written premiums around \$1 billion.

OMNI Insurance

Atlanta, GA
2000 - 2005

Research Lead

- Lead a newly formed team of two direct reports, initially responsible for developing a country-wide pricing plan. Worked with Hartford counterparts in assessing data and modeling methodologies and Product for enhancements.

Product Manager

- Oversaw 3 states, VT, WA, and IA and responsible for the P/L. Successfully managed an increased core earnings and higher volume book.
- Worked with Marketing, Sales, IT, Legal, Actuarial, and various Departments of Insurances in the states in implementing changes to the product. Monitored the growth and segment-performance.

Actuarial Analyst

Set reserves and pricing for 14 states. Created efficiencies in the actuarial processes (state indication turnarounds from 4 weeks down to 1 week).