

# Kathryn James

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## Education

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**Florida Polytechnic University | Lakeland, FL**  
**Business Analytics | 05/2025**

- Anticipated Graduation in May 2025
- Advanced Topics Concentration
  - Logistics and supply chain management, advanced statistical analysis, data analysis, business administration and operations

## Skills

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Data Analysis, Data Visualization, Python, R, C++, Tableau, Microsoft SQL Server, SQL, Statistical Analysis, Text Mining, KPI Analysis, Microsoft Office, Microsoft Azure, Project Management, Customer Retention, Microsoft Project, Sales Experience, Customer Service, Microsoft word

## Projects

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- **Country Intelligence Web Mining: Senior Project**
  - Conducted exploratory data analysis on country information focusing on statistical, comparative, clustering, time series, and correlation analyses
  - Developed data visualizations in Python to complement exploratory analysis, highlighting key trends and patterns across regions such as Europe, the Middle East, South America, and Asia
  - Documented and summarized findings from exploratory analyses to enhance understanding and inform ongoing project developments
  - Prepared professional presentation documents and memos to effectively communicate research findings to university faculty panels

## Experience

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**The Resource Group, Ascension Health**  
**Supply Resilience Intern | 05/2024 - 08/2024**

- Collaborated to review Tableau dashboards, identifying pharmaceutical supply chain disruptions
- Conducted interviews and collected data from various regional markets to gain insights into processes to achieve project objective
- Cultivated relationships and communicated with company partners such as Medline and Trimedx
  - **Product Failure Form and Repository**
    - Shared data to anticipate product recalls and mitigate risks to patient safety
    - Reviewed gathered data to develop a standardized reporting procedure for product failures
    - Created an educational process for end users
    - Designed a repository through Smartsheet for contract design teams to effectively renegotiate and optimize savings on vendor contracts
  - **Rental Spend Agreement Process**
    - Mitigated the risk of loss and damage to medical equipment through the establishment of standardized processes
    - Developed process maps detailing the life cycle of rental equipment from initiation to completion
    - Standardized process resulted in significant cost savings on rental equipment loss, estimated between \$3-5 million

**Hand and Stone Facial Spa**  
**Keyholder | 07/2023 - 05/2024**

- Fostered connections with returning clients to create a welcome and warm environment
- Analyzed KPI reports to track store performance and identify areas for improvement
- New client-to-member conversion rate consistently exceeded 30% despite the target goal set at 25%
- Sold \$10,000 in gift cards for Christmas in July sale despite target goal being \$5,000

# Andrew Piasecki

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Florida Polytechnic University • Lakeland, Florida | Updated: April 17, 2025

 [Portfolio](#)  [Email](#)  [GitHub](#)  [LinkedIn](#)

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## Skills

- Artificial Intelligence (AI)
- Automation
- AWS
- C/C++
- Data Analysis / Management
- Data Mining / Text Mining
- Data Warehousing
- Data Structures / Algorithms
- Database
- DOMO/Tableau/PowerBi
- Excel (Advanced)
- Git / GitHub
- Google Cloud / Linux
- Java / Python
- Linear Regression
- Machine Learning / LLM
- Multi-Dimensional Analysis
- Object-Oriented Programming (OOP)
- Oracle
- Partner Management
- Project Management
- Regression Analysis
- R
- RStudio/Visual Studio
- Salesforce
- Sales Operations
- SQL
- Time Series

## Education

### Florida Polytechnic University

#### BS Big Data Analytics

- **Focuses:** Regression, Multi-dimensional Analysis, and Mathematics
- **Clubs:** Chess — Intramural Sports

Lakeland, Florida

Aug. 2021 - Present

## Experience

### Lockheed Martin

#### Dashboard Creation and Sentiment Analysis Apprenticeship

August 2024 - Present

- **Developed an automated web scraping system** to collect and analyze data from public websites
- **Designed and implemented dynamic dashboards using Tableau** to visualize the scraped data, enabling real-time updates based on selected countries
- **Collaborating on the development of an AI-driven system** to evaluate and rank websites based on data accuracy and reliability
- **30 percent reduction** of hours spent per study 40->28 hours

### hear.com

#### Sales Operations Analyst and Partner Management Intern

Aug. 2023 - Present

- Maintained and optimized multiple dashboards to ensure Consultants had streamlined access to leads, enabling the generation of new Opportunities.
- Utilized tools including Domo, Salesforce, Advanced Excel Computations, Twilio, WhenIWork, and Calendly to enhance sales operations and productivity.
- Conducted data analysis, reporting, market research, competitive analysis, sales planning, and process optimization to drive operational efficiency.
- Partnered with the Partner Management team to implement a daily, weekly, and monthly scheduling system, improving scheduling efficiency and overall consultant engagement.

## Florida Polytechnic University

*Research Assistant*

*August 2021 - May 2023*

- Developed a novel equation for data analysis and best-fit line creation in collaboration with Professor Bardall.
- Utilized the R programming language for rigorous testing and experimentation, ensuring the robustness and accuracy of the new analytical approach.
- Conducted multiple trials and refinements to establish a reliable and broadly applicable analytical method.

## References

- **Louis Irias (Personal):** [lharias@gmail.com](mailto:lharias@gmail.com) — (786) 651-1206
- **Joel Thomas (hear.com):** [joel.thomas@hear.com](mailto:joel.thomas@hear.com) — (786) 574-6204
- **Kevin Calkins (University):** [kcalkins@floridapoly.edu](mailto:kcalkins@floridapoly.edu) — (863) 874-8545