





ABOUT ME

ROBERT WADE

Data Scientist

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EMPLOYMENT

Business Director North America Nitrates at Orica

www.orica.com

• Impact – Developed tools and models to allow price and product profitability model. This model delivered more than \$63MM in incremental EBIDT. March 2011 – April 2016

• Pricing – Lead development and global implementation of ammonium nitrate (AN) pricing policies, including but not limited to competitive analysis, analytics, and standardized reporting as well as marketing economic analysis, customer “price sensitivity”, technical training, and contract analysis..

• Manager – Coordinate all departments (Sourcing, Logistics, Sales, Contracting, Corporate) to effectively implement strategic activities, align strategic directions, manage succession planning and drive a value delivery mentality.

Global Pricing Manager at Celanese

www.celanese.com

• Impact – Developed computer models and data analysis tools that contributed more than \$110MM increase in direct bottom line profit. (\$48MM in 2006, \$32MM in 2007, \$19MM in 2008, \$15MM in 2009). June 1999 – March 2011

• Manager – Competitive Intelligence for Chemicals. Manage and disseminate 3rd party information including ICIS pricing/marketing data, CMAI pricing, PIERS import export analysis, Tecnon pricing, competitive capability, market landscapes and the Celanese Competitive Intelligence Newsletter.

• Pricing – Responsible for marketing economic analysis, customer “price sensitivity”, and development of detailed model development for predicting customer margins and competitive cost positions. .

Methanol Enhancement Engineer at Celanese

www.celanese.com

Role: Methanol R&D engineering specializing in process controls and computer modeling of chemical processes. June 1999 – March 2011

Impact - Delivered six sigma and real time optimization projects vial to plant optimization and performance.

EDUCATION

Galvanize - Data Science Immersive

Data Science Immersive

[Data Science Fellow](#)
January 2017 – Present

Oklahoma State University

Stillwater, Oklahoma, United States

[Chemical Engineering](#)
August 1997 – June 1999

Montana State University-Bozeman

Bozeman, Montana, United States

[Chemical Engineering](#)
September 1988 – December 1992

SKILLS

JOB-RELATED

- • • MS Office, Python, Tableau, Process Modeling, Matplotlib, Pandas, Numpy, scikit learn, scikit image, Real-time process optimization

TRANSFERABLE

Business Strategy, Strategic Planning, Engineering, Six Sigma, Marketing Analysis



ROBERT WADE

Data Scientist

Ankit Dhawan

VP, Head of Finance
Operations at Accella
Performance Materials

BUSINESS DIRECTOR NORTH AMERICA NITRATES

November 2016

Robert is a walking talking encyclopedia on Ammonium Nitrate supply chain. His knowledge and experience are unmatched. He is also a very strategic product manager in general. His background efforts in analyzing and correcting pricing strategy at Orica, turned around the traditionally low profit margin business into good margin business. I have immense respect for his knowhow.

**Stacy Winsett, MA, SPHR,
GPHR, SHRM-SCP**

VP Human Resources at
Herc Rentals

BUSINESS DIRECTOR NORTH AMERICA NITRATES

July 2015

Rob displays an immense amount of product knowledge and is able to provide significant value to the customers he supports. His jovial, yet confident style make him a key member of the management team. He shows value by providing key market data and analysis that drives the leadership's strategic efforts. His contributions have been immeasurable.

Jim Foster

Carbon Capture Engineer

BUSINESS DIRECTOR NORTH AMERICA NITRATES

May 2011

Rob worked for me for approximately 3 years and was one of the most impressive employees I have had the pleasure to supervise. The quality of his work was always exceptional. He has the ability to deliver a very technical product with a high degree of accuracy. He is very customer oriented and easy to work with. He quickly established himself in his area as a subject matter expert. He was so good that he was quickly swept up for bigger and better things and moved to other departments. He was in high demand.

Andrew Penton

Global Process Owner -
MD

BUSINESS DIRECTOR NORTH AMERICA NITRATES

March 2011

Rob demonstrated an exceptional mix of business and technical knowledge. He is analytical and an excellent problem solver. Rob is a great asset in any business environment, especially involving analytical skills to solve business problems.

Janevieve Parks

Sales Development

BUSINESS DIRECTOR NORTH AMERICA NITRATES

March 2011

Putting it quite simply, Rob is a genius with data assimilation and analysis. However, what makes Rob truly exceptional is that he marries these skills with a strong understanding of best business practices, and an ability to lead multi-national teams not under his direct control to implement new strategies based on his analysis and recommendations. Furthermore, he uses his unmatched skills with MS Excel to creatively present his findings to colleagues with great clarity in a highly visual way. Rob's work in pricing management at Celanese led directly to improved sales at preferred accounts, as well as tremendous margin improvements in millions of dollars annually. Rob's area of influence encompassed the entire process from the end of production through supply chain and commercial sales and marketing to maximize efficiency of cost and margins. Rob has great enthusiasm and is a pleasure to work with, and I am delighted to give him my full recommendation.