# **Professional Summary**

Delivered digital transformation and education modernization for a global leader in business intelligence and artificial intelligence. Led a team of 24 educators across 5 continents in the cross-functional development of a new business model, platform and content redesign, focused on data and analytics roles for diverse industry applications. Leveraged analytics to increase program engagement and adoption by 12X over three years, employing strengths-based leadership and a commitment to integrity and efficiency. Recently, I earned an AI for Business credential from MIT, enhancing my expertise in AI management and implementation.

**Qualifications** 

Director of Global Education for MicroStrategy	Graduate Artificial Intelligence for Business at MIT
11 years applying data science and analytics for business	MPP in Economics from Pepperdine University
11 years instructional design expertise in diverse settings	Dual Bachelor of Arts from Bowling Green State
Well-traveled, fluent in multiple languages and cultures	Division 1 Athlete and Deans list

## **Massachusetts Institute of Technology**

06/2024

Artificial Intelligence for Business Applications

• Integrate key AI management and leadership insights into the way your organization operates

# **MicroStrategy**Director of Worldwide Education and Analyst Relations

08/2022 - 06/2023

• Developed and executed a \$5 million go-to-market strategy with a sales-oriented mindset

• Led briefings to communicate key business and technological RFIs strengthening our market position

#### Director of Worldwide Education

05/2019 - 06/2023

- Responsible for customer education, internal development, technical bootcamp, partner enablement, academy
- Established asynchronous platform and experiential curriculum for data engineers, scientists and analysts
- $\bullet$  Directed digital transformation from contract centered business to large subscription business 12x in 3 years

Manager of Education Services

04/2018 - 05/2019

- Responsible for NAM and LATAM business units including 14 consultants spanning those geographies
- Led project engineering, deployment and adoption for hundreds of cross industry analytics use cases
- Consistent performance across revenue, utilization and satisfaction KPIs led to promotion

Education Consultant

07/2016 - 04/2018

• Top ranked SDK, ontology and analytics consultant for customer onsite across Canada, US, and Latin America

## **Luth Research**

01/2014 - 07/2016

Data Analyst

- Programmed surveys for market research in PHP and performed myriad analyses in SPSS, Excel, and Tableau
- Scripted backend ETL and database architecture with SQL from cross-platform Java application

#### **Laureate Education**

05/2010 - 04/2013

Lead Instructional Design

- $\bullet \quad \text{Developed courseware for Walden University and blended curriculum for National Hispanic University} \\ Faculty, National Hispanic University \\ 05/2010-12/2012 \\$ 
  - Professor of American History, Political Science and University 100 for 7 wonderful semesters
  - Presented to tens of thousands of prospective students, contributing to a 3x growth accounting for attrition

#### **Projects**

Coursera in partnership with University of Colorado: Business Intelligence Concepts, Tools, and Applications

# **Skills**

Analytics, Leadership, Data Science, AI, ML, CRM, ERP, LMS, eLearning, CI/CD, Cloud, Consulting, Python, SQL, API, Hadoop, P&L Management, Business Intelligence, Digital transformation, Change management, Database design

## Languages

Native English, Fluent Spanish, Fluent Russian, Intermediate Armenian, Basic Portuguese

### **Education**

# **Pepperdine University**

**Bowling Green State University** *B.A. in Political Science and Russian* 

M.P.P in Economics and International Relations