

# Stephen Greet

## Data Science Manager

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[2020 Data Science Resume Guide](#)

### EXPERIENCE

#### Consumer Finance SaaS

February 2018 - Present, New York NY

##### *Lead Data Scientist*

- Lead a team of 2 data scientists and 1 data engineer in developing marketing mix models that have led to an ROI improvement of 25% on digital marketing spend over the last six months
- Worked with the product and marketing teams to identify which customer interactions during their free trial maximize the likelihood of conversions resulting in a conversion rate increase of 14%

#### EdTech Company

January 2015 - February 2018, New York NY

##### *Senior Data Scientist*

- Worked closely with the product team to build a production recommendation engine in Python that improves the average time on page for users and resulted in \$325k in incremental annual revenue
- Built a customer attrition random forest model that improved monthly retention by 10 basis points for customers who were likely to attrit by servicing relevant product features for them

#### Insurance Company

April 2012 - January 2015, Washington DC

##### *Data Scientist*

- Using various clustering techniques in Python I identified groups of states where our national underwriting models were underperforming and made improvements to increase their profitability by 5%

##### *Data Analyst*

- Identified procedural areas of improvement through customer data to help improve the profitability of a nationwide retention program by 7%
- Using Python, SQL, and Excel I developed and owned the reporting for a nationwide retention program, saving ~100 hours of labor each month

### SKILLS

Python (NumPy, Pandas,  
Scikit-learn, Keras, Flask)  
8 years

SQL (Redshift, MySQL,  
Postgres, NoSQL)  
8 years

Git  
5 years

Leadership Experience  
2 years

Recommendation Engines  
Customer Segmentation  
Propensity Modeling  
Productionizing Models  
6 years

### EDUCATION

#### University of Pittsburgh *B.S. in Mathematics and Economics*

September 2008 - April 2012  
Pittsburgh PA