Martin Klefas-Stennett

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Skills

Machine Learning

Python

Computer Vision

C++

Fortran90

SQL

Srategic Thinking

Problem Solving

Relationship Building

Education

📅 **2023** AiCore Machine Learning Bootcamp

📅 **2006-2008** Ph.D. Computational Chemistry, U. of Manchester (Published, not completed)

📅 **2005-2006** M.Sc. Computational Science & Engineering, U. of Manchester (Merit)

📅 **2002-2005** B.Eng. Chemical Engineering, UMIST (2:2)

Languages

Basic Polish, French & German

Hobbies

Photography enthusiast, World Travels, Triathlon

Personal Profile

With over 13 years of experience in sales and business development, expertise in creating and using automation and analysis tools to enhance productivity has been developed. Recently retrained in machine learning, there's a keen eagerness to apply these new skills to a career in this field. This includes combining a strong background in account management, automation & analytics, relationship building, and strategy with a passion for cutting-edge technology.

Experience

Machine Learning & Data Science:

Artificial Intelligence Engineer - OpenPatho AI Healthcare (June 2023 Onwards)
As part of an agile and dynamic team, a significant contribution was made to the creation of an advanced detection framework for pre-cancerous growths in colo-rectal tissues, now advancing towards full-scale clinical trials. The role encompasses:

- Designing and developing a robust, scalable AI model framework for accurate detection of pre-cancerous growths in colo-rectal sample tissues.
    - Collaborating with healthcare specialists to ensure precise and reliable classifications.
    - Utilizing foundational models from META, OpenAI, HuggingFace, and others.
    - Enhancing open-source projects with bug fixes and improvements where necessary.
- Leading the development of a continuous improvement and deployment workflow to streamline operations.
- Coordinating resource acquisition and allocation to facilitate project milestones.

This role not only emphasizes technical expertise but also highlights the ability to work collaboratively and lead in a high-stakes environment. The work is, however, on hiatus while the owners source funding for the next stage.

AiCore Machine Learning Bootcamp (Q1 2023)
Several lecture courses were undertaken, and the acquired knowledge was applied to vocationally-oriented mini-projects. As a result, the following accomplishments were achieved:

- Developed a working implementation of part of the Facebook Marketplace Recommendation Algorithm (github)
    - *Python, FastAPI, PyTorch, Docker, AWS*
- Developed a simple CNN to classify hand gestures in a live webcam feed for playing a game of rock-paper-scissors (github)
    - *Python, OpenCV, TensorFlow, NumPy*
- Developed a system that extracts data from 5 disparate data sources, creates a new master record, and extracts metrics from the new system (github)
    - *Python, Pandas, PostgreSQL*

Business Development Roles:

Insight UK Ltd - Public Sector Business Development Manager (2014 - Present)
The role was streamlined by automating labor-intensive repetitive tasks using VB.net, MSSQL, and SQLLite, which allowed for a greater focus on delivering value to the business. As a result, the following was successfully achieved:

- Secured and developed relationships with vendors specific to the Insight UK Public Sector business, focusing on HP, Cisco, and Dell as key suppliers.
- Guided the campaign and sales activities of partners and managers by providing and amending sales data reports to suit their needs.
- Engaged in major Public Sector opportunities, connecting with C-Level contacts and securing multi-million pound tender wins for Insight.
- Developed and implemented automated workflows for various areas of the business, streamlining processes and improving overall efficiency on an informal basis.
- 97% of all monthly targets were hit over 10 years.

Direct Sales Roles:

Insight UK Ltd - Internal Account Manager (Education) (2013 - 2014)

- Designed simple automation steps to maximise productivity
- Responsible for recommending appropriate options to meet challenges faced by Network Managers & senior staff.
- Analysed sales & marketing data to exceeded 100% or more of all targets for gross profit.

ANSYS UK Ltd. - Academic Account Manager (2009 - 2012)

- Sold engineering simulation software suite directly into the UK academic market.
- Understood strategic goals of departments and universities to position sales, acheiving 108% of annual GP targets

Other Sales Roles:

NCC Group Ltd. (2012) & Egencia - Internal Account Manager (2012)

- Generated new business leads for an external account manager.
- Exceeded all targets for growth and meeting bookings, landing 112% of targets.

ANSYS UK Ltd. - Internal Sales Rep. (Team leader) (2008 - 2009)

- Promoted the value of ANSYS Software and consultancy services
- Generated leads for a sales team of 12-14 external account managers.
- Automated essential marketing tasks, leading to increased reach and reduced marketing expenditure while optimizing campaign performance.