

Matthew M. Graziano

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WORK EXPERIENCE:

Caterpillar Inc.

Peoria, Illinois

Data Analyst 2

December 2015 – Present

- Developed predictive models to forecast demand for part and machine sales to assist in manufacturing capacity investment and inventory planning decisions leading to over \$5 million in value
- Led retail analytics initiatives for Caterpillar dealers uncovering customer insights and purchase trends to drive sales, marketing, and inventory planning strategies
- Sought by team members to implement data analytics techniques and meet fast approaching project deadlines requiring rapid technical execution, business acumen, and/or building relationships and communicating between multiple groups
- Supported Caterpillar dealers in their transition to a new inventory management system by running inventory simulations, optimizing their inventory management parameters, analyzing transactional data, and supporting dealers in troubleshooting problems when necessary

Data Analyst I -Analytics Professional Development Program

June 2014 – December 2015

- Consulted Caterpillar dealers on optimizing their Caterpillar Parts Inventory by running simulations, providing expertise of best practices, and leveraging data to inform business decisions, leading to \$200,000-\$800,000 (~6%) in inventory savings at each dealer (\$6,000,000 + in total)
- Automated and Systemized data collection, munging, and visualization for numerous projects yielding time/monetary savings of over 300 hours/\$60,000 each year in analysis and management of big datasets, fostering more rapid and data-informed decisions
- Created forecasting graphical user interface in R (package “shiny”) allowing easy, fast, and accurate predictive model development utilizing numerous statistical and machine learning techniques such as regularization (Lasso, ridge), multiple linear regression, time series analysis, Random Forest regression, and more
- Participated in multiple cross functional rotations in supply chain, manufacturing, and Information Analytics, and rapidly adapted to each new business realm and found meaningful ways to contribute, ultimately leading to a rating of “Exceeds Expectations” in first full year

Pack Pharmaceuticals LLC

Buffalo Grove, Illinois

Sales Support Intern

June 2013-August 2013

- Analyzed weekly sales data and decreased decision making time by presenting sales trends in a dashboard created utilizing VBA code
- Recommended territories for future sales representative placement by evaluating territorial characteristics and prescription sales data

The University of Illinois at Urbana-Champaign

Champaign, Illinois

John Graf Undergraduate Leadership Intern, Illinois Leadership Center (ILC)

August 2013- May 2014

- Orchestrated marketing strategy in conjunction with the Program Manager and ensured the ILC’s continued presence on campus, ultimately resulting in all programs near or at full capacity (80+ each)
- Collaborated with professional staff members to prepare leadership development programs for 100-200 college students each while maintaining a budget of over \$25,000

Teaching Assistant, AGED 380-Leadership in Groups and Teams

August 2012- December 2013

- Worked with the Professor to organize classroom activities for undergraduate students to teach them how to increase cohesion, communication, conflict management, and efficiency of a team
- Selected by professor to serve as a TA after demonstrating proficiency in the Leadership in Groups and Teams course

PERSONAL PROJECTS (Data Science/Analytics):

- Predicted Major League Baseball Hall of Fame induction using player’s career statistics to train Logistic Regression and Random Forest classifiers in Python (Pandas, Sklearn) yielding accuracy of over 90%.
- Developed a hybrid recommender system for movies (content and collaborative) utilizing the R programming language based on movie characteristics, user preferences, and user characteristics

EDUCATION:

University of Illinois at Urbana-Champaign

August 2010 - May 2014

Bachelor of Science in Statistics

GPA: 3.62/4.00

Bachelor of Arts in Political Science

Minors in Mathematics and Leadership Studies

TECHNICAL SKILLS:

R-programming (Advanced) Python (Intermediate) VBA (Advanced) SAS (Advanced) SQL (Intermediate) Tableau (Advanced)