

# Marshal Turner

## Data Scientist

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## Skills

<b>Programming Languages / Libraries:</b>	Python (Pandas, Selenium, Matplotlib, Spark, Seaborn, Scikit-learn/SKLearn, Tensorflow/Keras, SQLAlchemy, PyPyodbc, Django, Flask, Win32.Client, JSON, pmdarima), SQL (T-SQL), Apache Spark (Pyspark SQL)
<b>Big Data Cloud Analytics Platforms:</b>	Snowflake, Azure DataBricks
<b>Machine Learning Models:</b>	Linear Regression, SVM, KNN, LGBM, AUTOARIMA, PCA, SVD, LSTM, Random Forest Regressors
<b>Visualization Tools:</b>	Tableau, Microsoft Power BI, Microsoft Report Builder

## Work History

### Nolan Transportation Group, Inc. (NTG) - Hybrid

#### *Data Science Analyst, October 2022 - Now*

- Building a grading system for lane reliability to help NTG brokers evaluate and determine if NTG must bid on posted loads to mitigate risk and optimize revenue for over 60% of NTG bids.
- Developed and maintains a website application that archives pricing rates and metrics followed by user inputs to then update a live forecast model that directly assists with NTG's management of over \$139 million in revenue.
- Coded an FTP server tap to back a tableau report that images 3PL readings on transportation lanes to optimize our reefer (refrigerated truck transport) activity analysis to improve the accuracy of NTG's AI models.

#### *Pricing BI Analyst, 2021 - October 2022*

- Forecasted monthly full truck load carrier linehaul rates across the US for Q4 with a monthly average MAPE of 1.9% to establish the logic behind the grading system for lane reliability.
- Coded, troubleshooted, and deployed an autonomous JIRA REST API tap script that parses Outlook emails to then create JIRA tasks with preselected details to increase the daily productivity for each data analyst.
- Regularly collaborated with the NTG pricing team on the automation of various price point calculations for loads by creating online apps, tableau reports, VBA excel files, or SSRS reports.

### Vanderlande Industries - Remote

#### *Project Manager, 2020-2021*

- Lead sales engineer for the largest CPSS midsize PAX RFB Vanderlande has participated in (\$250+ mill) to then when RFB bid.
- Presented numerous Request for Proposals and Bids to C-Level audience members.
- Consistently facilitated meetings with various internal stakeholders to open and close different sales phases for each Request for Proposal or Bid.
- Organized bid schedules for participating departments, models and pricing solutions for various qualities of service, presents and leads meetings on the pipeline stages for each solution.
- Designed and documented a sales engineering learning curriculum for new hires to streamline and improve the team onboarding process.

## Education

Kennesaw State University  
BS: Systems and Industrial Engineering