

# ZAC BURNS

[zacburns@gmail.com](mailto:zacburns@gmail.com) | 226-339-3294 | [www.linkedin.com/in/zacburns11](https://www.linkedin.com/in/zacburns11)

## EDUCATION

**Bachelor of Commerce:** Smith School of Business, Queen's University, Kingston, ON **2014 – 2018**

- Recipient: Excellence Scholarship, GPA: 3.53/4.3, D.I. McLeod Dean's List
- 2017 Marketing Consultant Project: Marketing Excellence Award, Certificate in Social Impact
- Exchange to Tilburg School of Management and Economics

## CERTIFICATIONS

• Google Cloud Professional Data Engineer **2019**

## PROFESSIONAL EXPERIENCE

**Junior Data Analyst** | EPAM Systems, Toronto, ON **2018 - Present**

- Built machine learning and time series analysis to predict retail sales across more than 500 stores nationwide resulting in reducing the stockout rate for a large Canadian retailer by more than 4.5%
- Developed an Inventory Management product for a large Canadian retailer (200 stores nationwide with 150,000 SKU's) resulting in a decreased stockout rate and improved sales of more than \$10M a year
- Collaborated with team members to develop an E-commerce order distribution tool leveraging dynamic programming resulting in reducing freight costs by more than \$9M a year
- Developed a proof of concept geo-spatial analysis tool for a large Canadian retailer using Pandas, Geo-Pandas and Plotly

**Commercial Underwriting Intern** | Chubb Insurance, Toronto, ON **2017**

- Designed customer prospecting tools to assist with account rounding and up-selling initiatives, resulting in identification of over 300 high potential prospects and binding more than \$50,000 in gross written premium
- Identified over 140 opportunities to up-sell Insureds policy limits generating more than \$75,000 in additional premium

**Broil King Summer Sales Team Leader** | Broil King, Waterloo, Ontario **2015 - 2016**

- Dedicated 10-15 hours a day, 7 days a week to drive product sales of more than \$46,000; exceeded typical targets by 31%
- Managed progress of a team of 5; covering an area of more than 600 KM's
- Created targeted selling techniques at 10 large events with +1000 people, generating more than \$5000 from each event

## EXTRACURRICULAR EXPERIENCE

**Co-Captain** | Queen's University Hyperloop Design Team, Kingston, ON **2017- 2018**

- Co-Directed a team of 25 executive members and over 40 general members
- Directing sponsorship and communications strategy resulting in fundraising over \$40,000 in sponsorships; co-led team to a top 100 ranking out of 2000 teams in the SpaceX Hyperloop Pod Competition
- Co-Directed project scope, budget and timeline with team members and sponsors to ensure on-time delivery

**Sponsorship Director** | Queen's University Hyperloop Team, Kingston, ON **2016- 2017**

- Directed a team of 8 sponsorship coordinators
- Led research, prospecting and establishing leads for corporate sponsorship, raising over \$10,000
- Manage and coordinate Hyperloop team publications, assisted in developing website and building Facebook traffic; achieving Facebook organic traffic of 500 visitors per post with over 100 being engaged

## SKILLS & INTERESTS

- Skills: Python, SQL, Machine Learning, Data Visualization, Bash, Apache Spark, Google Cloud, AWS, Git, Microsoft Office Suite
- Hobbies: fitness, reading, cooking, ultimate frisbee, travelling, talking about the intersection of business and technology