

ALEXANDRA WEST

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📍 Ann Arbor, MI

SUMMARY

Experienced research director seeking a new role in Data Science after completing a professional degree in December 2020. Passionate about communicating complex subjects simply, and all aspects of data stewardship.

RELEVANT EXPERIENCE

Director of Research

[Ann Arbor SPARK](#)

📅 06/2016 - Ongoing 📍 Ann Arbor, MI

Ann Arbor SPARK is an economic development organization encouraging businesses to set up and expand in the region, and managing two start-up incubators.

- Directly contributed to the successful completion of over 126 attraction and expansion projects, leading to the creation of over 3,000 jobs and more than \$500 million in new investment.
- Streamlined sales process; wrote business development playbook and overhauled database as Salesforce administrator.
- Authored and presented research papers included in [international publications and conferences](#), wrote and designed reports on specific topics in the region (such as [technology](#), [talent](#), [mobility](#), [start-up ecosystem](#)), used in attracting businesses and broadening the regional audience.
- Sole owner of [benchmarking study](#) including data analysis, graphics, and writing. Used in long-term strategic planning for SPARK.
- Increased the level of internal education; trained staff on the importance of metrics, and how to use Salesforce more efficiently.

🔗 <https://annarborusa.org/>

Business Development Associate - Enterprise Software and Cyber Security

[Department for International Trade](#)

📅 03/2013 - 08/2015

📍 San Francisco, CA

The Department for International Trade is the UK government's trade promotion organization tasked with growing the GDP through both trade and foreign direct investment.

- Strategic consulting for US/UK businesses in the cybersecurity and enterprise software industries. Assisted and managed relationships with over 100 UK companies considering the US market per year, and account managed 15-20 US companies setting up in the UK per year.

Membership Manager

[BritishAmerican Business](#)

📅 02/2011 - 08/2012 📍 London, UK

American Chamber of Commerce in London

- Management responsibility for over 75 accounts ranging from SMEs to multinational corporations. Directly involved in prospecting, pitching, and closing new business (in 12 months individually facilitated entry of 22 new member companies).

EDUCATION

Master of Information and Data Science (MIDS)

[UC Berkeley School of Information](#)

📅 05/2018 - 12/2020

- Courses completed: Research Design and Applications, Python Fundamentals, Statistics, Data Engineering, Applied Machine Learning, Experiments and Causality, Machine Learning at Scale, Data Visualization and Communication, [Capstone Project](#)
- [Portfolio here](#)

MA, International Policy

[Middlebury Institute of International Studies at Monterey](#)

📅 08/2009 - 05/2011

- Concentration: International Trade Policy
- International Professional Service Semester: 6 month internship in London, UK

BA, Italian Studies

[UC Berkeley](#)

📅 08/2005 - 05/2009

- Pre-med, full year abroad at University of Padua, Italy (2007-2008)

SKILLS

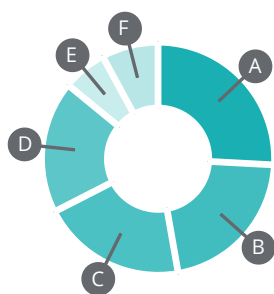
Tech Stack

Python	R	Tableau	d3
Apache Spark	DataBricks	GitHub	
scikit learn	docker	SQL	
Google Cloud (GCP)			

Foreign Languages

Italian (native)	Spanish (proficient)
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MY TIME



- A Communicating about data
- B Creating awesome data visualizations
- C Data wrangling and cleaning
- D Recharging with family (and dog)
- E Taking it out on the bag (kickboxing)
- F Being outside