

ADAM FLURY

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Summary

Tech savvy business professional interested in evaluating new processes, data munging, data visualization, and scraping website data. Curiosity and passion for discovery have provided exposure to many different areas of a business process.

Technical Skills

Data Analysis: Python | SQL & No-SQL Databases | APIs | Web Scraping | Excel VBA

Visualizations: Matplotlib | Leaflet | Plotly | D3.js | Tableau | Power BI

Web: HTML5 | CSS | Bootstrap | JavaScript | Flask

Projects

Loan Predictions | https://github.com/amflury/Loan_Predictions

- Used machine learning on a set of loans for varying purposes to predict whether the loan will be paid off or not based on various income and credit factors.
- Ran a Random Forest on the data to then compare the features of importance in a visual manner.
- Utilized: Scikit-Learn | Jupyter Notebook | Python | Pandas | Bootstrap | HTML5

MLB Draft by the States | https://github.com/amflury/MLB_Draft_by_the_States

- Scraped MLB draft data between 2011 and 2018 to see what states draft picks came from and visualize comparisons in other related data.
- Rather than perform a single analysis, developed a web scraping tool to export the file to a CSV or JSON.
- Utilized: Jupyter Notebook | Python | Pandas | FLASK | JavaScript | D3.js | Bootstrap

International Beer Merge | https://github.com/amflury/International_Beer_merge

- Combined two Kaggle datasets with beer and brewery information into a single dataset tracking individual beer information.
- Used an SQL database in conjunction with Python/Pandas to organize data in a way that allowed later combination and proper use of data.
- Utilized: Jupyter Notebook | Python | Pandas | SQL

Professional Experience

Founder/CEO

Jan 2019 – Present

BluffOne Living, Hopkins, MN

- Communicate with financial partners in regards to revenues and returns.
- Generate necessary legal action, documents and process in accordance with State and Company guidelines.
- Serve as key contact person for tenants, city officials, and outside maintenance.
- Maintain financial documentation of all revenue and A/P through Buildium software.
- Stay current on market trends to make effective strategy and pricing adjustments.

Account Manager

Jan 2019 – August 2019

Protolabs, Maple Plain, MN

- Grow revenues of a customer account base of 100+ companies through proactive sales activities.
- Develop/maintain strong relationships with senior level key decision makers.
- Serve as key contact person for leads, prospects and customers on all pre-sales activities.
- Communicate and leverage key constituents to secure and retain business.

Member Services Executive

Aug 2018 – Dec 2018

American Association of Inside Sales Professionals, Minneapolis, MN

- Reach out to the sales community to expand association influence and sell attendance and marketing opportunities for national sales events.
- Attend sales networking events across the US to create connections and find potential opportunities with attendees.
- Use of multiple prospecting programs and social medias to contact potential customers.

Account Executive - Inside

Nov 2015 – Aug 2018

Thomson Reuters, Eagan, MN

- Actively manage a full territory to uphold a rigorous pipeline and provide accurate forecasting.
- Utilize Salesforce daily to identify potential opportunities for new product sales and increase revenue by upselling and cross-selling amongst all print segments.
- Correspond with numerous large teams throughout the company to solve customer service enquiries, coordinate approval requests from an exceptions team, and communicate with field representatives to collectively identify tactics that will mutually increase sales opportunities.