

# ADAM FLURY

Phone: 952-486-1242 | Email: [adam.m.flury@gmail.com](mailto:adam.m.flury@gmail.com) | Web: <https://amflury.github.io/github.io/>

LinkedIn: <https://www.linkedin.com/in/adam-flury-989352a6/> | GitHub: <https://github.com/amflury>

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## Summary

Multidisciplinary business professional interested in condensing large data sets into visualized stories. Curiosity and passion for discovery have provided exposure to many different areas of the 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](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](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](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

## Education

### **Data Visualization and Analytics Certificate, May 2020**

University of Minnesota

### **Bachelor of Science Degree, May 2015**

Winona State University

**Double Major:** Human Resources Management and Business Administration

**Double Minor:** Management and Accounting

## Professional Experience

### **Founder/CEO**

**Jan 2019 – Present**

#### **BluffOne Living, Hopkins, MN**

- Currently managing 14 units of college rental properties.
- Communicate with financial partners regarding revenues and returns.
- Serve as key contact person for tenants, city officials, and outside maintenance.
- Maintain financial documentation of all revenue and A/P through Buildium software.
- “Flipped” a commercial property over the span of 5 months for a 48% ROI.

### **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.
- Communicate and leverage key constituents to secure and retain business.

### **Member Services Account 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.
- Use of multiple prospecting programs and social medias to contact potential customers.

### **Account Executive**

**Nov 2015 – Aug 2018**

#### **Thomson Reuters, Eagan, MN**

- Achieved 350+% and 150+% attainment in primary product categories.
- Chosen for digital product marketing board to create and implement strategies to inform customers of new products and updates to current products.
- Popularized the use of an excel based account search tool by creating a guide that is now used by all reps and given out in the training for all new hires.
- Finished among top sales reps in contract and digital product categories for 2016 & 2017 years in group of over 60 reps.