**Andrew Ellison**  
**Head of Data**  
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**EXECUTIVE PROFILE**

Strategic and hands-on technical leader whose data and analytics initiatives have directly generated $300M+ in lifetime revenue. Expert in building modern data stack infrastructure and scaling data capabilities in fast-growing technology environments. Proven track record transforming fragmented data silos into AI-driven self-service analytics platforms that drive executive decision-making across Sales, Marketing, Engineering, Finance, and Product teams.

**PROFESSIONAL EXPERIENCE**

**KLOUD9 LLC, Severna Park, MD (Remote)**  
**HEAD OF DATA** (**DIRECTOR**) | August 2023 – Present

Delivered $25M+ in measurable impact by transforming enterprise data environments into secure, cloud-native analytics platforms with real-time processing, governance, and AI-readiness. Scaled a remote 7-person team with 100% retention, while maintaining hands-on technical leadership and managing delivery budget.

* Defined a multi-year enterprise data strategy integrating governance, AI readiness, and modern ELT pipelines, resulting in $35M in executive-approved funding to scale analytics capabilities.
* Rearchitected ETL processes, improving data pipeline latency by 40% while reducing licensing costs $300K annually.
* Led enterprise-wide Snowflake data warehouse implementation unifying data lakes while enabling data modeling and real-time data processing capabilities to enhance internal analytics capabilities for 500+ users.
* Rolled out Alation metadata management and comprehensive data governance and data stewardship frameworks ensuring data quality, security, and compliance, cutting data-definition inquiries by 90%.

**SLALOM, Philadelphia, PA**  
**DATA AND ANALYTICS SENIOR PRINCIPAL (SENIOR MANAGER)** | January 2021 – August 2023

**DATA AND ANALYTICS CONSULTANT** | October 2017 – January 2021  
Promoted from Consultant to Senior Principal, leading initiatives delivering $35M+ in new revenue and $46M in cost savings for Fortune 500 and fast-growing startup clients across retail, consumer packaged goods, healthcare, life sciences, and financial services. Built Philadelphia market Data Visualization practice, scaling to a 9-person team while working across practices to deliver enterprise analytics transformations.

* Led predictive analytics inventory optimization through Databricks/Snowflake/Tableau, achieving a 92% recall and reducing out-of-stock events and generating $25M in documented cost savings.
* Built self-service data platforms enabling 300+ business users to access analytics independently, reducing insight delivery from 14 days to real-time.
* Aligned 22 enterprise KPIs with C-suite OKRs and developed automated reporting roadmap, cutting quarterly operations review prep by 300 hours annually.
* Established Data & Analytics Centers of Excellence with governance frameworks that provided training and data access to over 200 users while maintaining compliance and data quality.
* Researched emerging data and technology trends to identify and develop new go-to-market capability offerings, expanding service differentiation and generating $7.5M in revenue for Philadelphia Market.

**WOLTERS KLUWER HEALTH, Philadelphia, PA**  
**DATA VISUALIZATION LEAD** | November 2014 – October 2017  
Built enterprise reporting capabilities from the ground up for a $2B B2B healthcare SaaS company serving 1,200+ employees across multiple markets. Developed 40+ interactive dashboards that identified $20M in new revenue opportunities and improved marketing campaign ROI by 50%.

* Created sales analytics environment that identified and helped capture $20M in previously hidden revenue opportunities across product portfolio.
* Implemented comprehensive campaign reporting for print and digital media, increasing ROI 50%.
* Pioneered embedded Tableau analytics within Salesforce CRM, enabling real-time decision-making for 200+ sales professionals.
* Partnered with the engineering team to integrate disparate data sources into Amazon Redshift data warehouse.
* Built and maintained 40+ interactive dashboards serving Product, Sales, Marketing, and HR teams, establishing self-service analytics culture.
* Managed two-person analyst team, responsible for upskilling and handling business analytics requests.

**EDUCATION**

**Master of Science in Information Systems** | Penn State University

**Bachelor of Arts in Journalism** | Penn State University

**STRATEGIC CAPABILITIES AND TECHNICAL EXPERTISE**

**Data Engineering & Architecture:**

* Enterprise data strategy, cloud-based data architectures
* SQL, Python, DBT, Azure Data Factory, ETL/ELT pipelines
* Data engineering, analytics engineering, data modeling
* Enterprise data architecture, DataOps, CI/CD

**Cloud Data Platforms:**

* Snowflake, Databricks, Amazon Redshift, SQL Server
* AWS (Certified Cloud Practitioner), Azure
* Modern data stack implementation and optimization

**Analytics & Business Intelligence:**

* Tableau (Qualified Associate), Power BI, Looker, Sigma
* Self-service analytics platforms, embedded analytics
* Data visualization, reporting automation

**Data Governance & Quality:**

* Data governance frameworks, data quality standards
* Alation, metadata management, compliance
* Data catalog implementation, unified data models
* Master data management (MDM), data stewardship