ANDY GREEN

andykgreen.com

EDUCATION	**GEORGETOWN UNIVERSITY**	**Washington, DC**

May 2021

McCourt School of Public Policy

Master of Science in Data Science for Public Policy (MS-DSPP)
- Cumulative GPA: 3.97/4.00
- Relevant Coursework: Data Science III: Advanced Modeling Techniques, Accelerated Statistics for Public Policy II, Massive Data Fundamentals, Data Visualization

May 2014   **UNIVERSITY OF MICHIGAN**   **Ann Arbor, MI**

Stephen M. Ross School of Business

Bachelor of Business Administration (BBA)
- Cumulative GPA: 3.78/4.00
- Studied Strategy at WHU-Otto Beisheim School of Management in Koblenz, Germany and City University in Bratislava, Slovakia

DATA SCIENCE SKILLS

- **Languages and Platforms:**
  - **Advanced:** R, Python, Tableau, Microsoft Excel
  - **Basic:** AWS, Command Line, Hadoop, Spark, SQL, Stata, VBA
- **Skills:** Data wrangling, data visualization, machine learning, natural language processing, web scraping, cloud computing, econometrics, version control/git

EXPERIENCE	**MASSIVE DATA INSTITUTE**	**Washington, DC**

January 2020 – February 2021

Graduate Research Assistant
- Collected and wrangled text data on 2020 congressional election candidates using web scraping techniques, building a robust dataset of candidates' policy platforms and rhetoric.
- Pre-processed text data using various natural language processing methods, identifying and implementing the most effective methods for this particular corpus.
- Analyzed text data using cosine similarity, dictionary classification methods, and other analytical techniques, mapping out candidates' ideologies relative to other members of their party.
- Developed statistical models to investigate the relationship between ideology and election performance, generating credible and relevant insights for publication.

June 2020 – August 2020   **U.S. CENSUS BUREAU**   **Suitland, MD**

Civic Digital Fellow – Data Science
- Analyzed, cleaned, and compiled data on economic activity from a variety of sources, developing a proof-of-concept for an extension of the Census Bureau's County Business Patterns data series.
- Conducted a detailed assessment of data coverage and discrepancies between survey data and administrative records, creating a roadmap for how the new data product will be assembled.
- Developed outlier detection models to identify and correct for unreliable or inaccurate data, ensuring only high-quality data will be included in the final product.
- Created imputation algorithms to develop accurate estimates for establishments with missing data, leveraging machine learning techniques to identify the most effective methods.

October 2015 – May 2019   **LIDL US**   **Arlington, VA**

Promotions Manager → Senior Promotions Manager
- Created and implemented the enterprise-wide promotional strategy for Lidl's expansion into the US market, growing the promotional business to $91M in annual sales from scratch.
- Developed and implemented a comprehensive set of team processes, leveraging best practices from Lidl's international organization and adapting them to meet the unique demands of the US market, establishing my team's role within the organization.
- Fostered career development and allocated workload as the leader of a team with three direct reports, ensuring all objectives were met and talent was effectively managed and developed.
- Completed comprehensive financial planning, responsible for both tops-down annual planning and bottoms-up weekly demand planning, ensuring accurate forecasts and healthy financial performance.

August 2014 – September 2015	**TARGET CORPORATION** **Business Analyst → Senior Business Analyst**	**Minneapolis, MN**

TARGET CORPORATION   **Minneapolis, MN**

Business Analyst → Senior Business Analyst

- Managed inventory portfolio for shampoo, conditioner, and hair styling products across the entire chain and online – a $739M business with over 1,400 SKUs and $100M of average inventory. Delivered instock results 50 BP better to goal, while simultaneously reducing average inventory by $9M over the fiscal year.
- Forecasted future demand for promotional events in a category highly sensitive to promotional activity and complex discount layering, improving promotional instocks by 300 BP. Designed an automated tool to accurately predict the extent of discount layering, receiving approval from company "best method council".
- Conducted department-wide analysis of inventory allocation relative to sales and developed actionable recommendations, leading to over $6M of potential unproductive inventory reduction.
- Successfully executed the launch of over 350 new items and 22 endcaps, setting above instock goal in every cycle and helping drive strong YOY sales growth of 8%.

ADDITIONAL WORK EXPERIENCE

- Graduate Research Assistant at the Center for Retirement Initiatives (Part-time, 2019)
- Business Economics Tutor at the University of Michigan (Part-time, 2014)
- Business Analyst Intern at Target Corporation (Summer, 2013)
- Economic Consulting Intern at Compass Lexecon (Summer, 2012)

PUBLICATIONS

- "Visualizing COVID-19 Policy Responses and Outcomes by State and Party." *Georgetown Public Policy Review,* August 2020.
- "COVID-19 Cases and Unemployment Claims by State." *Georgetown Public Policy Review,* April 2020.
- "The Growing Divide: Red States vs. Blue States." *Georgetown Public Policy Review,* February 2020.
- "Auto-Portability: What it is, Why it's Needed, and How it Will Strengthen Retirement Security," with Benjamin Roth and Angela Antonelli. *Center for Retirement Initiatives,* February 2020.
- "Relationships Between Party Control of State Government and Key Well-Being Metrics." *Georgetown Public Policy Review,* January 2020.

COMMUNITY INVOLVEMENT

- Developed and edited data visualizations for the Georgetown Public Policy Review, serving as a leader of the data visualization editing team (2019-2021)
- Volunteered tutoring children after school for People Serving People homeless shelter (2015)
- Founded michiblogs.com, a website that aggregated blogs and other creative content produced by University of Michigan students (2012-2013)
- Volunteered on a consulting engagement with the Community Consulting Club (2012)
- Vice President of Pi Kappa Phi Fraternity at the University of Michigan (2012)
- Member of Development Committee and participant in Dance Marathon (2011-2012)

RECOGNITION & AWARDS

- Received the "Most Outstanding Master of Science in Data Science for Public Policy Student" award from the McCourt School of Public Policy (2021)
- Received a McCourt School of Public Policy Dean's Scholarship in recognition of academic achievement and community involvement (2020)
- Received Target Senior Vice President award for the Health and Beauty Division for leadership across the division in improving promotional inventory management (2015)
- Received the Community Consulting Club's "Best Project" award from a panel of judges from the Boston Consulting Group (2012)
- Finalist in McKinsey & Company BBA Case Competition (2012)
- Finalist in MPowered Entrepreneurship 1000 Pitches Competition (2010)