

Angelo Zorn

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EDUCATION

Dominican University of California, San Rafael, CA

Master of Science in Business Analytics: Graduation Date - August 2022

Occidental College, Los Angeles, CA

Bachelor of Arts, Major: Mathematics, Minor: Economics, Graduation Date - May 2021

RELEVANT SKILLS

Data Analysis: Creating statistically driven models using tools such as Excel, Python, R etc.

Machine Learning: Proficient in Python programming with expertise in TensorFlow and PyTorch

Database Querying: Skilled in coding SQL to retrieve information of interest from large databases.

Storytelling: Able to effectively communicate analysis and insight using Tableau dashboards.

DATA PROJECTS

- Developed new outbound call lead creation process in Excel, transforming raw data into valuable leads to be loaded into the CRM ConnectSuite and distributed to agents.
- Translated sales data into daily agent standings and thermometer charts for Life Insurance Awareness Month, promoting healthy competition and teamwork among agents.
- Described changes in activity levels in San Francisco throughout the pandemic (2019-2021) using Tableau and SF geospatial parking meter revenue data as an indicator variable for human activity.

EXPERIENCE

AAA Mountain West Group

Product Marketing Analyst

July 2022 - Present

- Exceeded life insurance production plan by 36% and lead plan by 80% for Q1 2023
- Leveraged billions of rows of data using Excel and SQL into marketing awareness
- Validated life and specialty insurance production data for KPI reporting to SVPs
- Created, edited, and maintained critical Tableau reports to support Insurance Marketing

Modeling Covid-19 Using Matlab, University of Missouri

Disease Modeling Intern

May 2020 - August 2020

- Built SIR-style population model using Ordinary Differential Equations and MATLAB
- Initiated meetings with Missouri health officials to retrieve real local Covid-19 data
- Updated progress and brainstormed with five professors at semi-weekly meetings
- Designed and presented exhibit for Society of Mathematical Biology's e-conference

TECHNICAL SKILLS

- *Intermediate:* Excel, Linux, Python, Java, R, SQL, Tableau, Machine Learning, APIs
- *Basic:* Mathematica, Stata, SAS, MATLAB, Latex, Lingo, Virtual Machines