



# Andre Violante

## Data Science Leader

Apex, NC  
+1 919-545-4154  
✉ [violante.andre@gmail.com](mailto:violante.andre@gmail.com)  
in [andreviolante](#)  
🐦 [@aviolante](#)

### Experience

#### Senior Manager, Revenue Science, Bolt, Remote, USA

March 2022 - May 2022

- Built a new team to oversee analytics and insights for revenue generating departments (Sales, Marketing, & Product).
- Delivered a data quality score and completeness score methodology including deployment back into Salesforce.

#### Senior Manager, Data Science and Machine Learning, IBM, Remote, USA

March 2019 - March 2022

- Lead multiple teams and data science individual contributors to execute on important department priorities and deadlines.
- Size opportunities to ensure the data science teams were working on the most impactful projects.
- Help brainstorm, scope, and implement technical data science projects on-site and remotely in collaboration with clients to deliver business results.

#### Head of Data Science, Rares.io, Remote, USA

June 2020 - Present

- Oversee, lead, and implement the analytics and data science efforts largely focused around product classification, product valuation, and overall company success metrics using a variety of analytics, machine learning, and deep learning methods.
- Stood up environment and built a hosted self-service company dashboard using AWS and Apache Superset.

#### Course Instructor (Part-Time), Western Governors University, Remote, USA

Dec 2019 - April 2021

- Part-time course instructor for: C993 - Structured Query Language (SQL) and C753 - Machine Learning.
- Lead weekly interactive sessions with students to discuss course material, project methodology, and code review.

#### Senior Data Scientist, SAS, Cary, NC, USA

Feb 2018 - March 2019

- Built machine learning and deep learning models for clients to illustrate SAS Open Source integration with Python and R.
- Partnered with R&D and product teams to communicate customer feedback, QA features, and research industry advancements.
- Contributor to SAS open source deep learning python package (DLPy).
- Speaker at various external events promoting SAS machine learning, deep learning and open source technologies.

#### Engagement Science Manager, Nike, Beaverton, OR, USA

April 2016 - Feb 2018

- Developed and implemented A/B testing and causal inference models to measure impact on specific interventions.
- Modeled customer returns value and presented findings to cross-functional leadership leading to a new company focus area.
- Lead the work assessing local markets, at postal code level, with a scoring methodology utilizing digital and external data.
- Developed a methodology to model and track changes in wealth distribution for top percentile customers to then inform sales and marketing strategy towards those customers.
- Managed a team of onsite and remote employees to complete a variety of low, medium, and high impact projects.

#### Data Scientist - Advanced Analytics, Zappos, Las Vegas, NV, USA

Oct 2013 - April 2016

- Built forecasting models for a variety of metrics around non-peak and peak holiday periods.
- Collaborated on a customer segmentation model to identify and predict segments.
- Built a marketing mix model to better inform digital marketing spend across channels and optimize budget.
- Applied causal inference and A/B testing models to various marketing efforts at aggregate, user, and geographic levels to measure impact and effectiveness.

#### Marketing & Promotional Merchandise Analyst, Zappos, Las Vegas, NV, USA

Feb 2012 - Oct 2013

- Rebuilt the department reporting system for senior management that reported on all direct marketing channel efforts and relayed marketing costs to the finance department.
- Established a relational model to better optimize ad spend between prospecting, retargeting, and social display ads.
- Built and designed a promotional reporting system for merchandise buyers and senior management.
- Analyzed and priced aged inventory to sell on 6PM.com and maximize sell through.
- Forecasted promotional sales by brand to understand and predict daily revenue and margin.

### Programming and Development Skills

**Languages** R, Python, SQL (SQL Server, Hive, AWS, GCP, Oracle), SAS, Spark, LaTeX, Unix (Bash)

**Tools** **Python:** pandas, numpy, scikit-learn, dlpy, pyspark, matplotlib, jupyter notebook, seaborn, pytorch, keras, etc.

**R:** ggplot2, dplyr, sqldf, caret, glmnet, causalimpact, r markdown, shiny, etc.

### Education

#### Computer Science & Machine Learning, Georgia Institute of Technology, Atlanta, GA, USA

2017 - 2018

Courses: Data and Visual Analytics, Data Systems Concepts and Design, Reinforcement Learning

#### MS Data Science, Northwestern University, Evanston, IL, USA

2015

Courses: Statistical Analysis, ML, Regression, GLMs, Database Concepts, Leadership, Big Data, and Capstone.

#### BS Business Management, Utah Valley University, Orem, UT, USA