Andre Violante
Data Science Leader

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Experience

Director, Data Science, *Quantworks*, Chapel Hill, NC — **July 2022 - Present**

• Player / Coach leader building end-to-end data science solutions to productize to enterprise software

Senior Manager, Revenue Science, *Bolt*, Remote, USA — **March 2022 - June 2022**

• Built a new cross-functional team comprised of data scientists and data analysts to oversee analytics and insights for revenue generating departments (Sales, Marketing, & Product).
• Aligned with other internal stakeholder teams to lay out OKRs with an impact driven roadmap for future analytic projects.
• Revamped the data strategy with the performance marketing senior leadership to improve reporting, campaign measurement, ad spend optimization, and experimentation.
• Lead and deployed a data quality score project to improve current state data, vendor selection, and sales staff efficiency.

Senior Manager, Data Science & Machine Learning, *IBM*, Remote, USA — **March 2019 - March 2022**

• Lead two teams as well as data science individual contributors to execute on important department priorities and deadlines.
• Collaborated with cross-functional teams to size opportunities to ensure the data science teams across the department were working on the most impactful and feasible projects possible.
• Created a new operational model and built a new data science team to focus on social impact non-profit organizations.
• Created and lead as internal R&D team to identify repeatable data science and machine learning patterns to productize for the larger department on client engagements in order to bring solutions more quickly to clients.
• Help brainstorm, scope, and implement technical data science projects on-site and remotely in collaboration with clients to deliver business results.
• Personally recruited several employees to grow the department with top talent as well as played an integral role in the hiring / interview process of many other candidates

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 an environment and built a hosted self-service company dashboard using AWS and Apache Superset.
• Recruited, interviewed, hired, and lead a team of a Senior Machine Learning Engineer and a Data Science Intern.

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.

Staff 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 to test and implement newly built algorithms on internal research and client use cases.
• Speaker at various external events promoting SAS machine learning, deep learning and open source technologies.
• Mentored and lead various data scientists through internal and client data science projects.

Manager, Engagement Science, *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.

Programming and Development Skills

Languages & Tools

R, Python, SQL (MS SQL Server, Hive, Amazon RedShift & S3, Google BigQuery, Oracle), Bash / Unix, SAS, Spark (PySpark), Qlik, Tableau, Apache Superset, R Shiny, Salesforce, PyCharm, Visual Studio Code, Jupyter

Education

Computer Science & Machine Learning, *Georgia Institute of Technology*, Atlanta, GA, USA — **2017 - 2018**

MS Data Science, *Northwestern University*, Evanston, IL, USA — **2015**

BS Business Management, *Utah Valley University*, Orem, UT, USA — **2011**