DATA SCIENTIST | DATA ANALYST | BUSINESS ANALYST

Juan Antonio Banderas Ramírez

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Summary

Data Scientist with extensive experience in International Trade, logistics, and supply chain management. Over 10 years of professional experience in operations, marketing, and sales within the logistics sector, providing a 360-degree business perspective and comprehensive understanding of what companies seek to measure and improve, bridging the gap between data and real-world impact. Proficient in Python and SQL programming languages

Strong capabilities in analyzing and transforming information, creating detailed visualizations and reports, developing and optimizing ML models that help businesses make better decisions.

Technical Skills:

Programming & Tools: Python | Pandas | Scikit-learn | NumPy | SQL | Machine Learning | Data Visualization | Matplotlib | Seaborn | Plotly | Data Analysis | Statistical Analysis | Data Preparation and Cleansing | A/B Testing | NLP | Data Wrangling | PyTorch | TensorFlow | NLTK | spaCy | BERT | Transformers | XGBoost | LightGBM
Business Skills: Negotiation | Sales | Marketing | Bootstrapping | Cross-validation

Languages:

- **English**: Advanced (C1) - Fluent listening and reading comprehension, effective oral and written expression in professional contexts
- **Spanish**: Native

Core Competencies:

- Effective collaboration and communication with work teams
- Time management and task prioritization, CRM and task management tools proficiency
- Analytical orientation and problem-solving with attention to detail
- Effective contract negotiation with suppliers and clients

Experiencia Técnica:

- **Customer Churn Prediction System**: Developed a machine learning system to predict customer cancellation for a telecommunications and internet company. Implemented 5 different algorithms with hyperparameter optimization and generated executive reports with actionable recommendations for customer retention.
- **Taxi Demand Forecasting System**: Developed a predictive taxi demand system using time series analysis with Python, implementing seasonal decomposition, Dickey-Fuller stationarity tests, and comparing 4 ML algorithms, achieving fleet distribution optimization and reducing wait times by 15-30%.
- **Sentiment Analysis System:** Implemented a complete sentiment analysis system for movie reviews using BERT and transformers with PyTorch, comparing 5 approaches from classical NLP to deep learning, achieving automated review classification with industrial precision and reducing manual analysis by 80%.
- **Automated Pricing Engine:** Developed an automatic pricing engine for used vehicles using XGBoost, LightGBM, and CatBoost, with comparative benchmarking of 6 ML algorithms, achieving automated vehicle valuation with 90%+ reduction in processing time and simultaneous optimization of accuracy and speed.

Professional Experience:

Business Development Leader | Inlog Logistics Solutions | Oct 2022 - Present

- Increased company sales by 30% through new service offerings and bundled multiple services into comprehensive packages, creating significant value for clients and achieving 70% customer retention
- Developed new business lines and closed multiple contracts with various suppliers, improving our offerings, coverage, and service quality
- Coordinated the development and implementation of a platform that manages supply chain participants, increasing visibility, control, and improving response times

Operations Manager | Inlog Logistics Solutions | May 2017 - Oct 2022

- Implemented a new ERP system that achieved 35% time savings in shipment management, allowing resources to focus on Customer Service and process automation
- Automated 40% of daily processes through workflow optimization, achieving significant resource and time savings

Technical Projects:

Interconnect: Telecommunications and cable company seeking to predict customer churn to offer promotions and retain customers. Used multiple datasets, corrected data inconsistencies, and created visualizations. Created, tested, and optimized various ML models to achieve precision greater than 0.85 (client's target). Delivered an executive report describing findings, recommendations, and actionable suggestions.
GitHub: https://github.com/banderasjuan/Interconnnect

Zyfra: Telecommunications and cable company seeking to predict customer churn to offer promotions and retain customers. Used multiple datasets, corrected data inconsistencies, and created visualizations. Created, tested, and optimized various ML models to achieve precision greater than 0.85 (client's target). Delivered an executive report describing findings, recommendations, and actionable suggestions.
GitHub: https://github.com/banderasjuan/Interconnnect

Sure Tomorrow: Insurance company seeking to solve various tasks using machine learning. Completed tasks included: KNeighbors model to find customers similar to a specific customer for improved marketing campaigns, model to predict the probability of a new customer receiving insurance benefits, and regression model to predict the number of benefits a new customer might receive while protecting personal data through a data transformation algorithm that makes information recovery difficult without affecting model quality.
GitHub: https://github.com/banderasjuan/sure_tomorrow

Film Junky Union: Analysis and modeling for a movie review website. Created and tested various models that analyze movie review text and automatically determine if reviews are positive or negative. Used lemmatization with NLTK and spaCy and 4 different model types.
GitHub: https://github.com/banderasjuan/Film_junky_union.git

Education:

- **Bachelor's Degree in International Trade** | UVAQ | Completed | 2011-2015
- **Data Scientist Bootcamp** | TripleTen | Completed | 2024-2025