

BRYAN KORS

Hampton Roads, VA | 612-408-6735 | bryankors@gmail.com | <https://bryan255.github.io>

SUMMARY

Experienced data professional with a robust background in predictive modeling, machine learning, and data-driven decision making. Proven track record of using advanced analytics to improve business processes and create customer-focused strategies across retail and trade/promotional planning.

EXPERIENCE

Anaplan Certified Model Builder

Dollar Tree | Chesapeake, VA

Sept 2020 – Present

- Overhauled a decade old merchandising clustering strategy using scikit-learn and Pandas; resulted in 50%+ improvement in clusters Silhouette Scores and more robust, customer-centric clustering
- Used Keras and Tensorflow to train and implement a Neural Network classification model to identify correct store initiative conversion dates; final model Precision, Recall, & F1 Score over 90%

Associate Manager, Trade Planning & Execution

Smithfield Foods | Smithfield, VA

Dec 2022 – Jan 2024

- Designed, developed, trained, and successfully implemented an in-house trade planning application through Microsoft Power Apps; increase data analysis and record retention
- Used scikit-learn and Pandas to develop, lead, and implement K-Means clustering of trade events; first successful implementation of machine learning for the Trade Finance department
- Analyzed Circana (formerly IRI) data to identify and capitalize on trade and promotional events

Sr. Demand Planning Analyst

Best Buy | Richfield, MN

Jan 2018 – Sept 2020

- Received Standing Ovation Award for leading and guiding inventory forecasting and buying strategies for mobile computing space
- Successfully planned and executed chain-wide inventory for multiple triple A video game launches including EA Sports catalog, Call of Duty franchise, and Assassin's Creed franchise; resulted in multiple first-to-market launches and share gains

Sr. Training Manager

Caribou Coffee Company | Minneapolis, MN

Feb 2014 – Jan 2018

- Created, developed, and executed comprehensive training programs for new General Managers resulting in 0% 90-day turnover rate
- Designed, trained, and implemented detailed statistical reporting and dashboard in Excel for field use in inventory ordering and par management resulting in more manageable backroom inventory

EDUCATION

MS – Data Science & Analytics

Old Dominion University

BS – Finance (High Distinction)

University of Minnesota

PROJECTS

Heart Failure Classifier

- Used UC Irvine ML Repository public heart failure clinical records dataset to create a predictive model of death events based on 299 records and 13 clinical features
- SMOTE used to address class imbalances and scikit-learn for hyperparameter tuning
- Used scikit-learn for Logistic Regression, Random Forest, and XGBoost models; compared models providing significant insights on predictive performance including 78% - 80% accuracy, precision, and recall across all models

NBA Playoff Winner Random Forest

- Basketball-reference web data scraped and compiled using BeautifulSoup and Pandas generating 13 seasons of data and over 100 parameters for predicting playoff series winners
- Used Principal Component Analysis (PCA) for dimensionality reduction and scikit-learn for hyperparameter tuning
- Used matplotlib and Seaborn for exploratory data analysis to identify and resolve any multi-collinearity issues
- Trained a Random Forest classifier with scikit-learn achieving 80% accuracy on prediction playoff series winner