

LUCAS C. SCHIEFELBEIN

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

B.Sc. in Mathematics, humanities concentration in Film Studies

Cambridge, MA

Class of 2013

- Harvard College - Cross Registration, Screenwriting
- Phi Sigma Kappa Fraternity - President, Treasurer, Rush Chair, Social Chair
- MIT Wrestling - 2010 NCWA All-American, 7th place National Tournament
- 2009 National Merit Scholar, AP Scholar

EXPERIENCE

CUSTORA, INC.

Data Scientist, Customer Analytics Platform

New York, NY

August 2018- September 2019

- Developed new models for customer behavior as part of a platform for customer insight
- Drove adoption of cloud-based notebook tooling for data science, increasing productivity, security, and collaboration
- Built revenue opportunity finder in Scala/Spark, for identifying customer, product, and order types that show opportunity for increased sales
- Ported return-order propensity model from R to Spark, adding unit testing and improving architecture

SUMZERO, INC.

Vice President of Data, Investment Research Web Platform

New York, NY

January 2018-August 2018

Data Scientist

July 2014-December 2017

- Produced quantitative analyses and alpha generating stub trading strategies for marketing SumZero products, annual [hedge fund compensation reports](#), and data-driven product design
- Produced data-driven journalism for *The Wall Street Journal*, *Reuters*, *Business Insider*, *CNBC*, *Yahoo! Finance*, *Bloomberg*, *Institutional Investor*
- Created weekly publication partnership of SumZero branded content in [Barron's](#) and [Forbes](#) increasing rate of user growth by 10%
- Designed and built:
 - 13F scraper microservice in Flask and Docker, increasing responses to sales cold-calls by 20%
 - New member referral and reward system in Ruby on Rails
 - Data pipelines for analysis (ETL) and internal dashboards
 - Nearest neighbors content recommender microservice
- Coordinated with multi-billion dollar funds to market and design data products
- Recruited, interviewed, and managed full time employees and interns
- Modeled SumZero customer lifetime value, used results to design paid marketing strategy and procure vendors

POWERADVOCATE, INC.

Client Services Associate, Energy Supply Chain Consulting

Boston, MA

July 2013-April 2014

- Procured \$50M worth of capital projects through bidding and contract negotiation

WEISS ASSET MANAGEMENT, LP

Intern Analyst, Market-Neutral Equity Hedge Fund

Boston, MA

October 2010-February 2012

- Worked with traders on discovery and valuation of foreign and domestic investments
- Reclaimed hundreds of thousands of dollars researching valuation of liquidating assets

SCHIEFELBEIN FARMS, LLC

Various Duties for Farm and Seedstock Angus Ranch

Kimball, MN

2005-2010

- Managed work on 5000 acre family ranch, including hedging, marketing, software development, and plenty of manual labor

SKILLS AND INTERESTS

- Python + PyData Packages, Linux, Git, Ruby on Rails, Scala/Spark, Docker, Vim, R, SQL, \LaTeX
- Interests - film, music, cooking, science, Dominion
- Member MIT and Princeton Angel Investing Clubs of New York