

LUCAS C. SCHIEFELBEIN

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

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

Class of 2013

- Phi Sigma Kappa Fraternity - President, Treasurer, Rush Chair, Social Chair
- Harvard College - Cross Registration, Screenwriting
- MIT Wrestling - 2010 NCWA All-American, 7th place National Tournament
- Producer of *The Song Remains the Same* 88.1 WMBR
- 2009 National Merit Scholar, AP Scholar

EXPERIENCE

CUSTORA, INC.

New York, NY

Data Scientist, Customer Analytics Platform

August 2018-Present

- Developing new models of customer retention as part of a platform for customer insight

SUMZERO, INC.

New York, NY

Vice President of Data, Investment Research Web Platform

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*
- Implemented weekly publication partnership of SumZero branded content in [Barron's](#) and [Forbes](#) increasing rate of user growth by 10%
- Created scalable weekly content strategy, increased social media response to SumZero blog by 240%
- 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 using Hug and Docker
- Coordinated with multi-billion dollar funds to market and design data products
- Recruited, interviewed, and managed full time employees and summer interns
- Modeled SumZero customer lifetime value using BG-NBD models, hazard modeling, and GEEs. Used results to design paid marketing strategy and procure marketing vendors.

POWERADVOCATE, INC.

Boston, MA

Client Services Associate, Energy Supply Chain Consulting

July 2013-April 2014

- Procured \$50M worth of capital projects through bidding and contract negotiation
- Initiated and built quantitative performance analytics using internal data

WEISS ASSET MANAGEMENT, LP

Boston, MA

Intern Analyst, Market-Neutral Equity Hedge Fund

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

Kimball, MN

Various Duties for Farm and Seedstock Angus Ranch

2005-2010

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

SKILLS AND INTERESTS

- Python (pandas, scikit-learn, statsmodels, seaborn, flask), Linux, Git, Ruby on Rails, Docker, Vim, R, SQL, HTML, L^AT_EX
- Winner - Top 100 in Short Films: 2013 Beijing International Screenwriting Competition
- Interests - film, writing, music, philosophy, cooking, math, science, technology