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📍 San Francisco, CA

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EXPERIENCE

Senior Director, Analytics

Action Network

📅 02/2021 - 10/2022 📍 Remote

Sports Gambling Media & Analytics

- Transformed organizational focus from MAU to revenue, driving over 70% YoY growth in revenue.
- Developed unique KPIs for tracking audience quality, leading to a 4%+ YoY increase in revenue per site visitor.
- Managed a team of four analysts responsible for end-to-end analytics across the business.
- Established an efficient data pipeline utilizing Airflow, Python, SQL, and Tableau/Looker to consolidate revenue metrics from various partners into a single source.
- Created accurate 3- and 5-year revenue plans on a state/month level using advanced statistical techniques like principal component analysis and linear regression modeling.
- Built LTV/User forecasts at the state/operator/month level, factoring in different deal features to cater to evolving business models.

Revenue Analyst - G-Suite Finance

Google

📅 01/2020 - 02/2021 📍 Sunnyvale, CA

Cloud-Based productivity suite helping businesses collaborate

- Developed and maintained KPI dashboards for enterprise sales and product leaders, driving data-driven decision-making and boosting overall business performance.
- Utilized internal SQL, scripting, and machine learning tools to enhance G-Suite's revenue model and forecasting pipeline, leading to improved accuracy in revenue predictions and optimized business planning.
- Authored in-depth primer documents on the effective application of Google Apps Script, elevating team proficiency and productivity.

Manager, Revenue & Forecasting

FanDuel

📅 08/2016 - 12/2019 📍 New York, NY

Leading daily fantasy sports and online sports betting company

- Conducted daily analysis of fantasy sports player behavior, providing key insights and recommendations to inform business decisions.
- Implemented an internal reporting system utilizing Python and SQL with custom I/O operations in Chartio and a Slack bot, reducing daily report time by 2-3 hours.
- Developed a 3-month SQL course for over 20 team members, promoting data literacy and enhancing the company's analytical capabilities.
- Created a Markov-Chain based forecasting system for user retention and reactivation, accurately forecasting revenue generated by 6 different user-groups within 2%.

EDUCATION

B.S. Computer Engineering

Bucknell University

📅 08/2012 - 05/2016

AI & Machine Learning Bootcamp

CalTech - SimpliLearn

📅 10/2022 - 04/2023

BlockChain Development Bootcamp

Metana

📅 11/2022 - 04/2023

SKILLS

Machine Learning & Artificial Intelligence

TensorFlow Keras SciKit Learn

Pandas NumPy Matplotlib

PyTorch Python LangChain

OpenAI API

Software Engineering

React NextJS HTML/CSS

SupaBase Flask Python

JavaScript TypeScript

Data Analytics

Python SQL Sheets/Excel

Apps Script/VBA Tableau/Looker

Airflow Airtable Amplitude

BlockChain & Web3

Solidity Ethers.js Hardhat

ERC20 / ERC721 / ERC1155

EVM / YUL Programming