

Stephen Greet

Data Science Manager

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[2020 Data Science Resume Guide](#)

EXPERIENCE

Consumer Finance SaaS

February 2018 - Present, New York NY

Lead Data Scientist

- Lead a team of 2 data scientists and 1 data engineer in developing marketing mix models that have led to an ROI improvement of 25% on digital marketing spend over the last six months
- Worked with the product and marketing teams to identify which customer interactions during their free trial maximize the likelihood of conversions resulting in a conversion rate increase of 14%

EdTech Company

January 2015 - February 2018, New York NY

Senior Data Scientist

- Worked closely with the product team to build a production recommendation engine in Python that improves the average time on page for users and resulted in \$325k in incremental annual revenue
- Built a customer attrition random forest model that improved monthly retention by 10 basis points for customers who were likely to attrit by servicing relevant product features for them

Insurance Company

April 2012 - January 2015, Washington DC

Data Scientist

- Using various clustering techniques in Python I identified groups of states where our national underwriting models were underperforming and made improvements to increase their profitability by 5%

Data Analyst

- Identified procedural areas of improvement through customer data to help improve the profitability of a nationwide retention program by 7%
- Using Python, SQL, and Excel I developed and owned the reporting for a nationwide retention program, saving ~100 hours

SKILLS

Python (NumPy, Pandas, Scikit-learn, Keras, Flask)
8 years

SQL (Redshift, MySQL, Postgres, NoSQL)
8 years

Git
5 years

Leadership Experience
2 years

Recommendation Engines
Customer Segmentation
Propensity Modeling
Productionizing Models
6 years

EDUCATION

University of Pittsburgh
B.S. in Mathematics and Economics

September 2008 - April 2012
Pittsburgh PA