

Deborah R. Weissner

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OBJECTIVE

I am seeking a challenging opportunity to manage and lead large projects in which my analytical and technical skills can be fully utilized.

EDUCATION

Master of Arts in Economics

Hunter College

New York, NY

Bachelor of Arts in Economics Honors

Hunter College

New York, NY

EXPERIENCE

Global Pricing Manager

Lee Hecht Harrison

April 2018 – Present

New York, NY

- Execute and approve final pricing on all global bids.
- Transformed pricing function by automating workflows in Python achieving massive efficiency gains that reduced incidence of error and greatly expedited turnaround time on bids.
- Designed and led compilation of data across pricing, contract and opportunity data to merge into one invaluable dataset thus facilitating statistical analyses and the ability to query the pricing histories across all global accounts.
- Built and provided statistical interpretation of bid response models using logistic regression on win/loss data.
- Built a program in python to quickly identify ongoing contracts that contain pricing in currencies which have undergone severe devaluation.

Pricing Specialist

Lee Hecht Harrison

August 2017 – April 2018

Ridgefield, CT

- Transformed pricing function by developing an algorithm to determine market rates and created pricing templates in Microsoft Excel that reduced incidence of error and greatly expedited turnaround time on bids.
- Used Python to build reports and charts using Matplotlib on never before examined pricing trends across all global locations and segments
- Advised on data management and infrastructure which led to a major final revamp of data accumulation and operations which served as a gateway to more advanced statistical and regression analysis.

Data Manager

Mount Sinai Hospital

May 2016 – August 2017

New York, NY

- Orchestrated data compilation workflows among teams of physicians and research coordinators
- Used SAS Programming to clean, validate, manage, merge together and analyze complex data on clinical outcomes, labor and operational costs of care.
- Delivered ad hoc query tabulations and reports on a weekly and quarterly basis.
- Used MS Excel to develop multi-function codebooks to operationalize ongoing coding and statistical processes.
- Created visualizations with SAS programming and MS Excel.

Paid Intern

ARJ Strategy Partners

February 2016 – May 2016

New York, NY

- Built portfolio risk analysis templates and dashboards in Microsoft Excel with select data from quarterly and annual financial statements using FactSet, I-Metrix Software and the SEC Edgar database.
- Used Stata software to calculate moving averages of select insurance industry ratios.
- Closely collaborated with a small close-knit team to build a Python model that forecasts future interest rates based on calculated ratios and data pulled from SEC's Edgar.

TECHNICAL SKILLS

Statistical Programming: Python, Stata, SAS Statistical Analysis Software

Python Library Proficiencies: Pandas, NumPy, Matplotlib, SciPy

Visualization: Power BI, Tableau

Other Proficiencies: Microsoft Excel, MS PowerPoint, LaTeX, CSS, HTML, Wordpress