

FRANK TURNER – DATA PROFESSIONAL

Seattle, WA 98102

972-743-7265 | frankturnerv@gmail.com | <http://www.frankturnerv.com>

PROFILE

Data professional with a strong business background including project experience in sales, science and engineering. Seeking a role to exercise newly acquired skills involving data analytics and machine learning demonstrated through independent projects. Excelled selling high-tech tools to all levels of Fortune 500 companies, capitalizing on the ability to learn abstract concepts quickly and communicate their value efficiently

TECHNICAL SKILLS:

Programming Languages: Python, SQL, Spark, Arduino IDE, VBA, MATLAB, LabVIEW, C

Data Visualization: Tableau, Seaborn, Matplotlib, Plotly

Data Analysis: Pandas, Numpy, Scipy, OpenCV, Beautiful Soup, Excel

Machine Learning: Amazon Web Service, NLP

Modeling: Sci-kit Learn, Keras, Tensor Flow, regression models, time series analysis

RELEVANT EXPERIENCE

General Assembly - Data Science Fellow

April 2018-Present

- 12 week training program designed to give a deep dive into the data industry, including industry best practices, modeling techniques, building a project portfolio, and presentations

Projects:

- Capstone: Scraped fashion show images from top designers on vogue.com. Used OpenCV and TensorFlow to isolate clothing. Deconstructed clothing color to build a dataset that could predict designer using logistic regression and naïve Bayes modeling. Used natural language processing techniques (TF-IDF) to rank colors and create a recommender system with Cosine Distance
- Chicago West Nile Virus: Predicted location of WNV occurrences and developed KPI to determine risk based on age sourced from factfinder.gov
- Reddit Comment Optimization - Scraped data from Reddit using Beautiful Soup to analyze posts. Applied natural language processing and regression techniques to predict post participation through comments
- Ames Housing - Optimized linear regression techniques to model and predict housing prices in Ames, Iowa. Techniques including ridge, lasso, elasticnet, and xgboost,

PROFESSIONAL EXPERIENCE

Account Manager: Rohde & Schwarz

July 2015-March 2018

- Coordinated internal teams to sell cutting edge technology products in Dallas. My efforts turned an \$800k territory into a \$3.2 million territory, a revenue growth of 400% over the course of 2 years
- Designed a prototype control system for a 5G field test solution using Arduino IDE. Field tested solution alongside Verizon Wireless and Samsung, made revisions to the product, and was adopted by Apple.
- Communicated solution value add to all levels of Fortune 500 organizations from engineers to VP's

Field Engineer: Agilent/Keysight Technologies

June 2012-July 2015

- Delivered business and technical presentations to customers on test and measurement products, leading to 150% in increased sales in my territory
- Used CRM tools to communicate forecasting, customer activities, and planning, giving my peers and business leaders a clear picture of my territory.
- Promoted 3 times in first year in both technical and customer facing roles

EDUCATION

General Assembly

April 2018-July 2018

Data Science Certification

Colorado State University

May 2012

B.S. Electrical and Computer Engineering; Minor Mathematics & Minor Physics

Thesis – Used singular-value decomposition as a pattern matching method to predict stock prices

AWARDS

- Rohde & Schwarz Presidents Club 2017 – Award for being 170% over quota and in top 5% of salespeople
- Codewars.com Python Rank:4 KYU

- Kaggle - Local Ames Housing Data Competition - top 5 of 80 based on RMSE of unknown data