**Frank Turner – Data Professional**

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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, 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

- 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