Garrison Winter

Email ▪ LinkedIn ▪ Portfolio Site ▪ (847) 971-2308

Business Analytics Manager

Dedicated manager and business professional with experience delivering actionable reports and data-driven insights in both the healthcare and commercial real estate industry. As a Business Analytics Manager, I have supported C-suite and cross-functional initiatives at RenViva, Arkansas Heart Hospital, and Cushman & Wakefield.

Core Competencies

- ➢ Web-Scraping
- ➢ Process Automation
- ➢ Full Stack Development
- ➢ Data Collection & Interpretation
- ➢ Machine Learning & Deployment
- ➢ Report Development
- ➢ Public Speaking
- ➢ Template Design
- ➢ Insights & Analytics

> *"Garrison helped develop the Business Analytics Department for our fast-growing startup company. He performed exceptional work, exceeding my expectations. He is self-motivated, highly intelligent, and a pleasure to work with. Unique to an early careerist, he can think outside the box and identify issues. He combines an analytical mind with the ability to communicate effectively, including delivering client presentations."* — Rehan Shah, MD; Chief Executive Officer, RenViva

Technology & Language Proficiencies

Tableau | RPA Solutions| Python | R | JavaScript | SQL | SAQL | PowerBI | WordPress | D3.js | MQuery | DAX | GitHub

Professional Analytics Experience

Cushman & Wakefield | *Top 3 Global CRE Firm* | Atlanta, GA   04/2022 – Present
Business Analytics Manager (04/24 – Present) | *Senior BI Analyst* (04/23 – 04/24) | *BI Analyst* (04/22 – 04/23)

Leadership

- Manager of two Business Intelligence Analysts
- Main source for code reviews before placing into production for all Asset Services based projects.
- Led successful creation and implementation of MLOPS and DEVOPS for the Asset Services BI department.
- Standardized the requirements gathering process to enhance inter-team collaboration and ensure project coherence for the largest initiative in Asset Services.

Machine Learning Creation and Process Automation

- Developed web scraping automations which created continuous insight into current Deals on the Market. The data used for the automation allowed for favorable transparency into the competitive markets at a glance.
- Time-series model implementation to forecast future movement for Construction Management invoicing. The model helped Asset Services meet realistic AOP goals when looking to reforecast on an annual basis.
- Led the successful implementation of address matching for Asset Service and Capital Market properties, automating EIB imports and uncovering over $5 million (and growing) in Annual Operating Plan improvements.
- Developed and launched a preferred spend program which has been enacted across the entire Multi-Family space which has saved over $1 million in the Annual Operating Plan due to increased vendor pricing discounts.
- Created a bid prediction model for CW's V&A department, enhancing decision-making by assessing win probabilities in a competitive bidding scenario.
- Developed a Row-Level Security (RLS) model through active directory integration which allowed applicable report security company wide.

Data Interpretation & Visualization

- Primary resource for all matters dealing with PowerBI implementation regarding refresh rates, development, and security protocols.
- Developed the Management Suite app and ensured seamless business logic across the V&A space.

Arkansas Heart Hospital | *Top 5 national cardiology provider* | Little Rock, AR   09/2021 – 04/2022
Healthcare Data Analyst II (09/2021 – 04/2022)

Leadership

- Tasked to lead four major projects for the Insights Department ranging from daily automation to long term financial impact on the hospital via constant collaboration with fellow peers.

- Main source for code reviews before placing into production for the four major projects.

- Primary resource for all matters dealing with Tableau implementation.

Analytics & Report Development

- Created novel cost report from CMS data, including key financial metrics and capacity analysis for 5K+ hospitals across the country. This was done using HCRIS files and a self-made key.

- Merged alphanumeric and numeric content from separate databases, cleaned raw data, and presented final report to stakeholder per task via Tableau or Ripplestone. Reports provided actionable insights to conduct daily business operations.

- Utilized SQL and Python via Pandas installment packages for database management. Automated processes to provide efficient access to data for future analysts.

Data Interpretation & Visualization

- Developed a web scraping program for all patients in the hospital's database to determine if they were in a medically underserved area (MUA) through the HRSA search engine.

- Created an interactive map for the marketing department to show connections between referring providers and patients referred to Arkansas Heart Hospital. This map escalated importance all the way to the Founder and CEO.

- Gathered contact information for all state-wide Medical Professionals in the cardiology field through a self-made web scraping process.

Cross-Functional Collaboration & IT Support

- Partnered with IT department to upgrade Tableau's server to the latest version by creating a comprehensive guide for damage control scenarios.

- Refined provider scorecards through personalized emails based on the individual's stats. Original process gave the ability for other providers to view colleagues' data on an internal portal.

Education

GEORGIA INSTITUTE OF TECHNOLOGY | Atlanta, GA   May 2024
M.S., Master of Science in Analytics

- **Overall GPA**: 3.7; earned while working as a Senior BI Analyst at Cushman & Wakefield.
- **Track Taken**: Computational Data Analytics focusing on Full Stack and AI development.
- **Capstone Project**: Generated a bid prediction model to determine win probability for the Cushman & Wakefield V&A department.

HENDRIX COLLEGE | Conway, AR   May 2021
B.A., Economics & Business; Minor, Data Analytics

- **Overall GPA**: 3.5; earned while working as a Data Analyst and participating in extracurricular activities.
- **Memberships**: Computer Science & Business Economics clubs.
- **Analytics Project**: Researched real-world CMS data and merged data frames to conduct trend analyses.

Additional Projects/Certifications

Certification: IBM Data Science Professional Certificate

Website Development Engagements: Created content and optimized websites for *Providence Kidney & Hypertension Specialists* (Ohio-based medical practice) and *NephroTel* (telemedicine company partnering with healthcare facilities to deliver renal care services in underserved locations).