

# Hector Sanchez

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## SUMMARY

Analytical professional with 10 years of operations experience in multiple industries. Ready to contribute to a data-focused team by applying practical experience with KPI analysis, reporting, and process improvement to support data-based decisions

## SKILLS

**Technical:** Python, SQL, PostgreSQL, Spark, MS Office, Excel, Machine Learning, Data Analysis, Data Visualization, Data Scrubbing, Reporting, Dashboards, Workflows, Data Collection, Data Spreadsheets, Statistical Analysis

**Data Tools:** Pandas, NumPy, Matplotlib, Seaborn, Scikit-learn, Tableau, KPI Development

**Soft Skills:** Business Acumen, Operations Management, Interpersonal Communication

## PROJECTS

### Predicting Stroke Risk Using Patient Health Data

- Developed and optimized classification models including Logistic Regression, Random Forest, Gradient Boosting, and XGBoost to predict stroke risk using patient health data. Improved recall from 14.5% to 67.7% through hyperparameter tuning and class imbalance handling.

### Optimizing Candidate Selection Using Recruitment Data

- Built a predictive model to assess candidate suitability based on experience, qualifications, and behavioral metrics. Applied models including Logistic Regression, Random Forest, and SVM. Tuned Random Forest to achieve 92.3% accuracy, 88.7% precision, and 83.5% recall, enabling data-driven hiring decisions and improved recruiter efficiency.

## WORK EXPERIENCE

### **Operations Manager – Pacific Dental Services, Mira Loma, CA | 08/2022 – 04/2024**

- Increased production to 111% and collections to 115% of budget by implementing data-driven scheduling, KPI tracking, and strategic staff alignment.
- Analyzed collections data to implement workflows that enhanced revenue recovery by 15% YoY.
- Led a cross functional team of 20+ clinicians and administrative staff, streamlining workflows using patient volume and staffing data.
- Created and managed clinic budgets using historical spend data and revenue forecasts, maintaining operational costs within 98% of target.
- Monitored clinic performance dashboard, resulting in faster detection of operational bottlenecks and over 30% improvement in patient scheduling trends.

### **Store Manager – Kohl's Department Stores Inc, Corona, CA | 06/2015 - 07/2022**

- Directed stores generating annual revenue of \$75M using sales analytics to optimize fiscal results.
- Presented KPI dashboards weekly to District and Territory Managers, driving strategic decision-making and ensuring alignment with corporate benchmarks.
- Led two \$3M store remodels, delivering on-time, on-budget execution by tracking project milestones and vendor efficiency metrics.
- Directed hiring and development of over 100 employees, using performance data to create individualized development plans and increase promotion rate by over 15%.

## EDUCATION

**Data Science Certificate – Springboard | 05/2024 – Present**

**Bachelor of Arts in Economics, Minor in Business – University of California-San Diego, La Jolla, CA | 2012 – 2016**

## TRAINING

**Python:** Data Cleaning / Intermediate Training / Data Types / Toolbox / Data Import / Statistical Thinking (Part 1 & 2) / Machine Learning / Customer Analytics / Spark SQL in Python / A/B Testing / Unsupervised Learning – DataCamp | 2024-2025

**SQL:** Intermediate Training / Joining Data / Data Driven Decision Making – DataCamp | 2024-2025

**SQL Bootcamp – Udemy | 2025**

**Spark SQL & Data Frames – LinkedIn Learning | 2024**

**Tableau / Excel / Pandas:** Intro. to Tableau / Intro. to Excel / Data Preparation in Excel / Pandas (Data Manipulation, Joining Data) – DataCamp | 2024-2025

**Data Visualization:** Matplotlib / Seaborn – DataCamp | 2025