

# HITOMI HOSHINO

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## TECHNICAL SKILLS

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**Programming/Data Processing:** Python, SQL, MATLAB, Pandas, Numpy, Scikit-learn, Feature Engineering, FastAPI, RESTful API Development

**Visualization/Libraries:** Tableau, Matplotlib, Seaborn, Altair, Streamlit, Folium, Plotly

**AI/ML:** Regression, Classification, Clustering, Time Series (ARIMA, LSTM), NLTK, SpaCy, Sentiment Analysis, NER, Prompt Engineering, AI Workflow Automation

**Deep Learning:** Keras, Tensorflow, Pytorch, Open3D

**Other:** OpenAI API, API Integration and validation, Data Engineering, Git, GitHub, Cloud Deployment (Render), Webhook Integration, Statistics, Hypothesis Testing, Statistical Testing, AB Testing, Project Management, Implementation, Leadership, Japanese Language

## PROFESSIONAL EXPERIENCE

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### Osa Commerce

Atlanta, GA (Remote)

Jr. Implementation Engineer

Mar 2024 - Mar 2025

- Designed and developed a UI prototype integrating time series models for demand forecasting, applying data engineering, processing, and machine learning/neural networks to improve inventory accuracy and stock management.
- Collaborated with stakeholders to define API-based system integration requirements for Shopify, ERP systems, and fulfillment networks, ensuring seamless connectivity and data flow.
- Provided onsite and virtual client support, troubleshooting WMS/OMS issues to ensure seamless warehouse operations and minimize downtime.
- Led business trips to warehouse distribution centers, configuring inventory workflows, pick-pack-ship optimizations, and training staff for system adoption.
- Developed data-driven BRDs for system enhancements and custom software designs, ensuring WMS/OMS functionalities align with client-specific operational needs.
- Managed client projects and system implementations for both enterprise and mid-sized clients, ensuring seamless integrations, compliance handling, new feature development, system enhancements, and operational efficiency improvements.
- Debugged and resolved inventory, order fulfillment, and compliance issues, reducing disruptions and optimizing workflow efficiency.

### Irvine Tech Hub

Irvine, CA

Project Mentor

Jan 2024 - Mar 2024

- Mentoring students in six diverse projects, including OCR (Optical Character Recognition) and ERPnext, fostering a deep understanding of business aspects.
- Assisting students in comprehending the business implications behind their projects, ensuring a holistic understanding of practical applications.
- Providing direct support in project development, including the creation of submission forms, homework assignments, and guidance materials.
- Developing and implementing grading criteria to ensure fair and constructive feedback on students' work.

### Vena Vitals

Irvine, CA

Data Scientist, Intern

Jun 2023 - Oct 2023

- Extracted insights from the company's internal clinical database, driving a more informed understanding of clinical trends and patterns.
- Collaborated with the sensor and mechanical teams, automating their data analysis processes to streamline workflows and enhance accuracy.
- Partnered with a physician for research on the effects of anesthesia on blood pressure; responsibilities included data processing and scraping from text files, facilitating deeper insights into medical phenomena.

## **Rondure Global Advisors**

Newport Beach, CA

Research Analyst, Intern

Jan 2023 - Jun 2023

- Conducted comprehensive analyses of global public companies to aid the research team in investment decision-making.
- Developed and maintained financial models and valuations for targeted companies.
- Performed company and industry research using annual reports, earnings transcripts, industry primers, investment literature, and direct communications with company management teams.
- Collaborated with portfolio managers to brainstorm and present potential investment opportunities.
- Conducted screenings of countries and sectors to identify attractive investment targets.
- Partnered with the client relations team, supporting client relations and marketing initiatives.
- Assisted portfolio managers in creating and refining white papers and analytical documents, including data analysis, charting, and graph formatting.

## **Feno**

Culver City, CA

Data Scientist, Intern

Sep 2022 - Dec 2022

- Developed a productivity dashboard using Streamlit and Notion API to dynamically visualize company metrics with Plotly, enhancing data accessibility and real-time insights.
- Conducted in-depth financial data analysis to identify and report on departmental overspending, aiding in better budgetary decisions.
- Analyzed and presented user testing survey data, identifying user comfort levels with various product features.
- Transformed voice-recorded responses to text, executed sentiment analysis, and used data visualizations to convey findings to stakeholders, driving product improvements.
- Collaborated on computer vision projects, leveraging ICP registration algorithms for efficient 2D and 3D object data processing.

## **Salesforce**

Tokyo, Japan

Summer Analyst, Intern

July 2022 - Aug 2022

- Embarked on a data-driven project to improve employee satisfaction at Salesforce, leveraging advanced analytics and sentiment analysis to derive actionable insights.
- Collaborated with a partner to devise a robust strategy for assessing employee job satisfaction; defined key metrics, evaluated potential strategies, and presented actionable plans to enhance satisfaction levels.
- Employed statistical methods and compelling data visualizations to communicate strategic plans effectively to a non-technical audience, ensuring buy-in from stakeholders.
- Quantified employee satisfaction by executing sentiment and emotional analysis on online reviews collected from Glassdoor and enJapan.
- Processed and restructured data, and analyzed sentiment categories using tf-idf vectorization of uni, mono, and trigrams, providing a comprehensive understanding of employee feedback.

## **UCI Math Finance Club**

Irvine, CA

President and Founder

July 2022 - July 2023

- Founded and spearheaded the UCI Math Finance Club, fostering an expansive network, educational resources, and partnerships with top financial institutions.
- Established a robust organizational structure by creating several departments—including External Affairs, Research and Development, Partnership, Sponsorship, Community Development, and Educational Resources. Orchestrated multiple projects simultaneously with a dedicated team of board members.
- Expanded the club's membership base, successfully recruiting over 200 members and averaging 40-60 attendees per event.
- Forged strategic partnerships with leading financial institutions, including Merrill Lynch, PIMCO, and Capital Group, securing sponsorships for UCI trading competitions and high-profile events.
- Organized and hosted workshops on time series analysis, equipping members with skills to identify stock trends and build predictive models using advanced Python libraries, including pmdarima.

## **PROJECTS**

**Hospitality.ai – Techstars Irvine Tech Week Winner:** Built an AI-powered Airbnb messaging assistant that automates guest communication and improves customer service for property hosts. Presented the pitch to the Irvine Vice Mayor, investors, and incubation mentors after winning 1st place. Trained an LLM using ChatGPT-4, conducted 10+ interviews, A/B tested value propositions, and developed a go-to-market strategy with pricing, competitive analysis, and unit economics.

EDUCATION

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<b>University of California, Irvine</b> Bachelor of Mathematics	Irvine, CA Sep 2021 - Sep 2023
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FELLOWSHIPS & CERTIFICATIONS

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<b>YC Pioneer Program Fellow</b> Y Combinator: Selected for YC’s program, learning from YC’s top partners and founders.	San Jose, CA Jun 2023 - Present
<b>Biofutures Program Fellow</b> BioscienceLA: Shared insights from my professional journey at Feno.	Culver City, CA Sep 2022 - Present
<b>Data Science Immersive Fellow</b> General Assembly: Completed 700+ hours of practical data science training in 3 months.	London, UK (Remote) May 2021 - Aug 2021