

## Ian Alloway

Fairmont, West Virginia, United States

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### Professional Summary

Innovative and results-driven Data Analyst and Artificial Intelligence Expert with a solid foundation in Data Science, Artificial Intelligence, Business Auditing, and Operational Strategy. Currently pursuing an MS in AI at the University of South Florida, I blend technical acumen with a deep understanding of business to develop and implement AI powered solutions that drive efficiency, insights, and growth across industries. I excel in leveraging data-driven methodologies to solve complex problems. Highly skilled in cross-functional collaboration, strategic thinking, and translating data into actionable intelligence.

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### Core Competencies

#### Data Science & Analytics:

Data Mining, Machine Learning, Predictive Modeling, AI Algorithms, Automation, Business Intelligence (BI), Statistical Analysis

#### Technical Skills:

SQL, Microsoft SQL Server, PL/SQL, Oracle SQL Developer, Python, Tableau, Excel (Advanced), Microsoft Access, Git, APIs

#### Tools & Platforms:

Tableau, Oracle, Power BI, Microsoft Office Suite, Google Analytics, Blockchain Data Tools

#### Industry Experience:

Hospitality Management, Blockchain & Crypto currency, Cyber security, E-Commerce, Technology Consulting

#### Soft Skills:

Analytical Thinking, Leadership, Team Collaboration, Communication, Strategic Planning, Problem-Solving

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### Certifications

- Oracle Database SQL Certified Associate
  - Tableau Desktop Certified Professional
  - SQL Specialist Certification
  - Microsoft Access Introductory Badge
  - Microsoft Office Specialist: Excel
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### Professional Experience

#### Contractor

**West Virginia University** | Morgantown, West Virginia, United States Sep

2024 - Present

- Engaged with **Ascend West Virginia** program, leveraging financial incentives, networking opportunities, and a focus on innovation to expand ventures in **data science, cyber security, and hospitality**.
  - Contributed to the state's economic growth by building and scaling businesses within a thriving entrepreneurial ecosystem.
  - Benefited from West Virginia's outdoor recreation offerings while fostering professional development in a supportive and dynamic community.
  - Established strong connections with like-minded professionals and explored new markets, positioning West Virginia as an ideal place to build meaningful businesses.
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#### Data Auditor / AI Engineer

**Omniichain** | Delaware, USA Jan

2020 – Dec 2024

- Extracted and normalized multi-chain blockchain data from **Ethereum, Solana, and Polkadot** networks.
- Engineered AI-based anomaly detection tools, reducing fraud incidents by 30%.
- Collaborated cross-functionally with engineering and DevOps to deploy analytics tools via APIs.
- Conducted performance benchmarking of smart contract data operations using Python and SQL.
- Built interactive dashboards to visualize token flow, market movements, and transactional health.
- Published technical reports and dashboards used by investors and auditors for blockchain system reviews.

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## Founder & Business Owner

Alloway LLC | Morgantown, WV July

2023 – Present

- **Founded** a data consultancy providing **AI-powered solutions** to e-commerce and enterprise clients.
- **Developed** and deployed **machine learning models** to automate decision-making and enhance business intelligence.
- **Built custom dashboards** using **Tableau and Power BI** for real-time data tracking, improving **client operational efficiency by 40%**.
- **Implemented cyber security audits** and protocols to mitigate client risk exposure.
- **Advised** startups on **automation strategies**, digital transformation, and data infrastructure.
- **Conducted stakeholder workshops** on integrating AI into marketing, logistics, and customer service operations.
- **Managed full project lifecycles**, from requirement gathering to deployment and client training.

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## Night Manager

Wyndham Grand Clearwater Beach | Clearwater, FL

Sept 2023 – Oct 2024

- **Supervised overnight hotel operations**, including front office, reservations, and guest services.
- **Trained and managed** night audit teams to ensure compliance with hotel policies and financial accuracy.
- **Awarded nomination** for “Leader of the Quarter” for exceptional service and team leadership. □ **Handled high-pressure conflict resolution**, ensuring guest satisfaction and brand loyalty.
- **Coordinated with security and facilities** to maintain property safety and readiness. □ **Oversaw daily reporting**, balancing revenue reports and inventory reconciliation.

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## Task Force Manager

Hilton Hotels | Tampa, FL Aug

2020 – Sept 2023

- **Directed operational improvements** across Hilton locations during transitional or underperforming phases.
- **Trained property staff** in guest service, systems operations, and financial performance KPIs.
- **Achieved measurable guest satisfaction increases** (up to 20%) at assigned properties.
- **Managed property P&L**, budgeting operations, and vendor relations during temporary assignments.
- **Assisted in hotel openings, takeovers, and recovery projects**, driving long-term stability. □ **Provided leadership coverage** for GMs, ensuring uninterrupted property performance.

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## Sales & Purchasing Manager

IT Parts and Spares Ltd. | Miami/Fort Lauderdale, FL Sept

2018 – Aug 2023

- **Procured and negotiated supply chain contracts** for hardware components, including **HP, IBM, Lenovo, and Dell**.
- **Led purchasing operations** with international vendors, optimizing logistics and reducing costs by 15%.
- **Maintained inventory systems**, ensuring timely fulfilment and data accuracy.
- **Collaborated with IT teams** to recommend procurement automation tools.
- **Built vendor relationships**, enhancing order fulfillment speed and reducing lead times. □ **Monitored market trends** to forecast demand and negotiate better pricing agreements.

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## Sales Team Lead

CvMcDowell | Miami/Fort Lauderdale, FL

Dec 2016 – Sept 2018

- **Achieved Top 10 National Sales Ranking** for over 12 months through strategic outreach and relationship management.
- **Mentored and coached sales staff**, improving closing rates and on boarding efficiency.
- **Led CRM adoption**, ensuring consistent tracking and management of client interactions.
- **Analyzed customer data** to drive upsell and retention strategies.
- **Organized training workshops** to boost team product knowledge and pitch effectiveness.

- **Collaborated with marketing** to align campaigns with customer pain points and opportunities.
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## Education

- **University of South Florida**

Masters of Artificial Intelligence (MSAI)

Dec 2025 – Dec 2027

- **University of South Florida**

Bachelor of Science (BS), Data Science and Analytics July  
2023 – Dec 2025

- **Commonwealth University** Diploma, Hospitality Management

Sept 2020 – June 2022

- **Hillsborough Community College** Associate of Arts (AA)

Sept 2023 – Aug 2024

- **Mercer County Community College**

Liberal Arts and Sciences, General Studies

Aug 2015 – Aug 2017

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## Projects

### Ai-Driven Sports and market predictor

<https://aiadvantagesports.com>

### AI-Powered E-Commerce Recommendation Engine

- **Developed** a machine learning model to personalize product recommendations, resulting in a 15% increase in sales.

### Blockchain Interoperability Dashboard

- **Created** a dashboard to monitor and analyze cross-chain transactions, improving system efficiency by 20%.

### Cybersecurity Threat Detection System

- **Implemented** an AI-based system to detect and mitigate potential security threats, reducing incidents by 30%.
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## Achievements

- **Leader of the Quarter** at Wyndham Grand Clearwater Beach
- **Top 10 Sales Performer** at CvMcDowell for over a year
- Successfully **launched Alloway LLC**, delivering AI solutions to multiple clients
- **Contributed** to regional economic development through analytics work with West Virginia University
- **Ascend WV recipient**
- **Multiple scholarships (OSHER)**