Request for Recommendation

The essence of electric vehicles through the eyes of the consumer,
is to own a piece of the future and have it fit with the reality of today,

While dealerships are optimistic and motivated to get ahead in electric vehicles,
the motivation behind the shift to electric vehicles starts at corporate and government levels,
citizens and individual dealerships may show some interest but are unable to pave the path forward,

With the incorporation of giga-factories into more and more states,
as well as the national pressure of Elon Musk working with the White House,
fear of entering the market will grow as strongly as the capacity of being left behind,
while the originals dictated the market and developed brand recognition and market coverage,
transition within the times following perpetually increasing changes among consumers is a weak point,

With the addition of electric vehicles into the market a primary concern is the ability of travelling distance,
consumers love the convenience of gas and see it as a weak point to electric vehicles due to charging locations,
my recommendation for finding places to show the longevity of electric vehicles during travelling over a distance,
is similar to The University of Toledo in structuring in collegiate seal walkways by following the patterns in the snow,
identifying and following migratory patterns of travel across the region and placing recharging stations in those routes,
dissolving the worry about how stuck a consumer may feel when travelling using electric vehicles on the roads of today,

For recommendations avoiding heavily trafficked areas and inner-city streets when choosing prime charging locations,
I preset the following approach of decentralized charging stations with locations placed in curves around populated areas,
to highlight my maths and programming knowledge this curve uses an enumeration for roadway importance and phi for population
and will look similar to $x^2 = y^3 - ([1,4])y^2 + (^1/_\phi)y$ and using this technique charging stations will be placed within logistic certainties along it,
this idea assumes curve tails are aligned with major routes and further locations are weighted using projections of junctions to other cities,

Finding similar explanations and helpful experiments helpful to the health and success of a team,
I see myself fascinated by the capability of human achievement when given recognition and flexibility,
flexibility to understand the problem in their own way and leverage their strengths to assist their weaknesses,
part of the management aspect I can bring to the table is creating efficiencies by helping analyst and developer workflows,
I often find text based applications are more efficiently worked into a workday to glean qualitative data from and for our employees,
another way to think about these approaches are imperative programming about "what" happens and functional about "why" it happens,
this approach compliments the action items well and I think it would benefit any company looking to improve employee experience,

I look forward to discussing these approaches, as well as recommended extensions of the market,
I sincerely thank you for reading

Application Questions

Please advise if you currently or will in the future require visa sponsorship to work full time in the United States? Please specify if you are on or will be on OPT.*

United States citizen, no visa required

Please confirm you have a university degree as required.*

I have a Bachelor of Science degree in Computer Science and Engineering and am hoping to get my masters in mathematics because cancer research is a hobby I picked up during my travels.

Please briefly describe your client facing experience.*

My client facing experience is limited towards dealerships, often my "client facing" meetings were internal. I never felt I was able to use my strengths in conversation, however when a new code item was requested. I was almost always able to respond in kind and generate good user experience for the clients. My weaknesses were in follow-through I sometimes am unable to correctly measure what is needed to push things into production when using manual processes, however automation processes I can create with some skill. I also noted that I am often better when given a long term project with high impact to workflow and more control over direction; this allows me to use my strengths as a writer and programmer to best deliver a path forward.

What is your desired salary or salary range?*

90,000-135,000

Can you describe your experience with conducting national-level market studies to determine optimal dealer networks?**

This past year I conducted a global focused market study into the onset of electric vehicles, I found it to be one of the most emotionally rewarding experiences I have ever gone through, mentally straining yes, physically not the best, but emotionally I found a love for market studies. I will love explaining more going forward but I have an old friend I was going to provide with that so I'll save it for now. I have settled on a solution I think would be rewarding to every company involved in migration to electric vehicles, and that gives me hope for the future, at personal and global levels.

What key metrics do you consider when analyzing dealer network performance, and how do you incorporate them into your analysis?*

Key metrics I'll include are time to sale, specificity of packages, and profit, the last being an indicator of overall health of the dealership, the reason I selected these two metrics, is because it tells part of the backbone story for why the consumer came in to buy a car. For example were they looking for an immediate logistical solution? (low time to sale, low specificity of package) or perhaps browsing and not really committed on what they want in a car? (high time to sale, low specificity of package) this could indicate that for this dealership it's primary source of income is people who may not be sure what they need in their life, and increased training may be necessary to sell with confidence and success. Or simply the consumer may be willing to take the time to get exactly what they need (high time to sale, high specificity of package) and these are the highest risk sales because once the consumer knows what they want, and the dealership has invested time into

informing them, it's easy to transition to another similarly equipped vehicle. The last option is (low time to sale, high specificity of package) this is tough because typically either the consumer had thought about something like this before and the vehicle fit their idea perfectly or because they expect the dealership to cater to their whims, either way there is a factor of luck involved that is best gleaned from the dealership team provided they have somewhere to enter this information we can find insight in that too, over time a high performing dealership showing box plots of low time to sale and high specificity of package indicates to me that this dealership is excellent at identifying the necessities the consumer has when coming in, meaning that either their training program or the range of vehicles they are presenting is in some way superior. A lower profit dealership showing the same numbers may indicate their staff needs more training in vehicle package customization, so they can better represent the capability of the vehicles to aid in the consumers lifestyle(s) and drive the sale home.

Can you provide an example of how you have used Urban Science Ni2 software and the Dealer Network Analysis Process (DNAP) in your previous work?*

I actually used to work on the dealership network analysis and reporting tool under Olivia Goian, there was a lot going on back then and it ended suboptimally, but the work was interesting. Even though I can be a bit obsessive about finding the perfect solutions to things over my time working on it. I used the tooling to learn about how data is preprocessed and then rendered to different levels of a client organization, I particularly love the maps. I found the current job applications interesting because they focused more on the data themselves and possible ways to render more key performance indicators.

How do you handle client consultations to align their strategic vision with your dealer network planning activities?*

I love consultation, or rather instruction, I have extensive experience since childhood of instructing those around me in possible ways to improve or to better succeed, typically I have followed the (E)xplain (D)emonstrate (G)uide (E)nable methodology. I typically handle consultations by asking what their goals are in the future and then constructing a more elaborate text based kicker, then I'm always available for questions and typically approach these conversations and meetings with a more visual drawing and explaining process. I've found this methodology gives insight a place to grow into both alignment (text-based) and then showing personality with responding to change (visual-verbal). For instance if a dealership wants to improve their sales during the holidays I will ask what methods they have in place currently, what possible strengths or weaknesses they have, then I will consult the data, look for small areas of improvement, micro-corrections, they can put in place during this present holiday season and present my findings with data to back it up in written format. Then going over the information packet with them, isolate key differences in our ways of thinking and explain how the data helps them succeed. Subsequently if they have any transitory needs from the presentation, assert that it is okay to ask about the consultation at any time, you never know how a question from any individual can impact the layout of the population, similar to the interaction between Cindy Lou Who and The Grinch.

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DAVID JOSEPH IRONSIDES MICHAEL

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My objective is to find a data science and research position;
This position ideally promotes my mathematics and programming interests

EXPERIENCE

Agency   **Fall 2023-Present**
Founder and Chief Executive Officer (零)
- Health Regeneration and Mathematical Theory Initializing Research Project

ChannelVantage Incorporated   **Spring 2021-Fall 2023**
Software Engineer (Associate & Junior)
- Machine Learning Strategy Pattern Injection Approach
- Dynamic Multiselect Autocomplete Input and Hierarchical Checkbox Accordion
- Generic Recursive Demographic Data with Layered Display Map
- Automated Integration Testing Command Line Application
- Dynamic Administrator Role Mapping SVG Image Creator

Roy and Marcia Armes Engineering Leadership Institute   **Spring 2017-Present**
Annual Retreat Banquet and Modules Coordinator
- Worked to modify ELI Chain of Command and Organizational By-laws
- Dale-Carnegie, Emotional Intelligence, Organizational Hierarchy Modules

University of Toledo Presidential Ambassadors   **Spring 2018-Present**
October Member of the Month
- Staffed Campus Events involving University President and Board of Trustees

Maumee Valley Country Day School   **Fall 2017-Spring 2019**
Extracurricular Programming Instructor for fourth through sixth grades
- Taught students the essence of programming using Sprite, a graphical language

EDUCATION
University of Toledo   **Spring 2020**
Computer Science & Engineering Bachelor of Science 3.67 GPA

RECOGNITIONS
- Boy Scouts of America: Eagle Scout (2016)
- Songest First Place Sigma Phi Epsilon Participant (2018)

SKILLS
- C#, .NET, Angular, TypeScript, HTML, CSS, Microsoft SQL Server