Jairo Sandino Pastora, MSc.

Senior Data Analyst │Atlanta, GA

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Summary

Results-driven Senior Data Analyst with 6+ years of progressive experience in predictive modeling, risk analytics, and business intelligence, known for translating complex data into strategic recommendations for executive decision-making. Proven track record of delivering exceptional ROI through data-driven solutions, including **$500K+ in cost optimization** and **$180K+ annual savings** through advanced ML implementations. Expert in Python, SQL, and cloud analytics platforms such as AWS, Azure and GCP.

Work Experience

Promerica Financial Corporation | Data Scientist | May 2022 – December 2024

Led the development and deployment of predictive analytics models that optimized financial operations and improved internal processes across national cash logistics and credit risk assessments.

Key Achievements:
- Led ATM Cash Optimization Initiative: Architected stochastic forecasting models for 200+ locations, collaborating with operations and finance teams to eliminate $500K+ in third-party costs
- Saved $15K/month by improving national cash flow forecasting, streamlining internal cash movement operations.
- Presented ML model insights to C-suite executives, influencing strategic decisions for national cash logistics and risk management operations
- Mentored junior analysts and collaborated with IT teams to deploy scalable ML pipelines, reducing manual processes by 60%

Leadership & Collaboration:
- Mentored 3 junior analysts, accelerating their technical development and project delivery timelines.
- Cross-functional collaboration with operations, finance, and IT teams to ensure seamless model deployment.

University of Arkansas | Data Analyst | August 2020 – May 2022

Developed a data-driven initiative to assess and predict student engagement with career services and estimate each student's likelihood of employment or pursuit of graduate studies, using advanced statistical and machine learning techniques creating appropriate data strategy techniques.

Key Contributions:
- Conducted exploratory data analysis (EDA) and feature engineering to uncover key behavioral, academic, and demographic factors influencing career outcomes.
- Developed predictive models to identify patterns in student engagement and forecast post-graduation outcomes such as employment or enrollment in graduate programs.
- Built actionable analytics tools to help the Career Center proactively target students most in need of support and personalized guidance.
- Led the end-to-end modeling process using R, including data cleaning, model training, cross-validation, and visualization on Tableau and Power BI for stakeholders.

Promerica Financial Corporation | Business Intelligence Analyst | February 2018 – July 2020

Contributed to enterprise-level risk management and regulatory reporting for high-risk client portfolios, blending business intelligence with advanced financial analytics.

Key Contributions:

- Led the performance analysis of loan and credit portfolios for high-risk individuals and corporate clients, providing strategic insights for compliance and credit risk teams.
- Owned the end-to-end regulatory reporting process of financial asset data to the national Superintendency of Banks, ensuring full compliance with local regulatory standards.
- Built custom dashboards and reporting pipelines to monitor asset classes and risk segmentation in real-time, improving reporting efficiency and accuracy.
- Collaborated with internal audit, compliance, and IT to implement process automation and reduce manual interventions.

Skills Core Technologies

- **Programming**: Python (NumPy, Pandas, Scikit-learn, TensorFlow), R, RStudio, SQL (Advanced)
- **Cloud Platforms:** AWS, GCP (BigQuery, Dataflow, Vertex AI), Azure (ML Studio, Analysis Services)
- **Machine Learning**: Deep Learning, Ensemble Methods, Time Series, Classification, Clustering
- **Analytics**: Predictive Modeling, A/B Testing, Statistical Inference, Risk Analytics

- **Visualization**: Tableau, Power BI, Matplotlib, Plotly, Executive Dashboards
- **Data Engineering**: ETL/ELT, Data Warehousing, SQL Server, PostgreSQL, Airflow
- **Tools & DevOps**: Jupyter, Git, Docker, Model Deployment, CI/CD

Education

University of Arkansas | Master of Science in Industrial Engineering

Fayetteville, Arkansas, USA | May 2022 | GPA: 3.8/ 4.0 | Awards: Fulbright Student Program | INEG Honor Society Member

Universidad Centroamericana | Bachelor of Science in Industrial Engineering

Managua, Nicaragua | November 2016 | GPA: 3.3/ 4.0| Awards: INEG Honor Society Member

Certifications

- Google Data Analytics Certificate
- Microsoft Power BI Data Analyst Associate
- AWS Certified Data Analytics – Specialty

- Tableau Desktop Specialist
- Machine Learning Operations Specialization (MLOps)
- Certified Associate in Project Management

Supplementary Projects

Credit Card Customer Lifecycle Analytics
- Developed automated behavior analytics model processing 50K+ transaction records
- Built customer segmentation algorithm classifying users into 5 actionable segments (EMOB, Usage, Cross-selling, Reactivation, Dormant)
- Implemented using Python (Pandas, Scikit-learn) with automated reporting pipeline
- Optimized customer relationship strategies and identified 23% revenue opportunity increase

Geographic Risk Scoring System
- Created location-based predictive model combining sales performance, customer data, and geospatial analysis
- Developed approval probability algorithm for new business applications within geographic boundaries
- Built interactive dashboard using Power BI for real-time market saturation assessment
- Achieved 82% accuracy in predicting successful business applications