

PROFESSIONAL EXPERIENCE

WAYFAIR, LLC—Boston, MA **July 2017–Present**

Senior Analyst, B2B Insights & Analytics

- Developed churn model to quantify impact of customer attrition; implemented outreach strategy for at risk customers
- Automating the identification of high potential customers, yielding both time savings and incremental revenue
- Implementing B2B data governance initiative to standardize KPI calculations across teams, improve access to data, and increase overall data literacy of the B2B organization

EVERQUOTE, INC.—Cambridge, MA **June 2016–July 2017**

Quantitative Analyst

- Integrated external partner APIs with internal applications to automate performance reporting, reducing time needed to manage accounts by more than 20%
- Built infrastructure to optimize real-time ad campaign bidding decisions resulting in 10% increase in revenue
- Optimized predictive customer value modeling by constructing new parallel data processing and analysis pipelines
- Managed bidding, targeting, and creative assets for Facebook campaigns grossing more than \$4.5 million annually

HARVARD UNIVERSITY INFORMATION TECHNOLOGY—Cambridge, MA **March 2015–May 2016**

Student Software Developer

- Developed an open source Django application with Angular.js to manage geodata at the Graduate School of Design
- Integrated application with Harvard's LMS using a RESTful API and AJAX

THE WHITE HOUSE—Washington, DC **May 2014–August 2014**

Associate, Office of Presidential Correspondence

- Analyzed correspondence sent to the President in Salesforce at 10.6 times the average rate with 35% greater accuracy
- Managed the performance and output quality of a rotating team of volunteers averaging eight members

OTHER EXPERIENCE

BOK CENTER, HARVARD UNIVERSITY—Cambridge, MA **February 2014–May 2016**

Head Teaching Assistant

- Lead weekly seminars for graduate students and post-doctoral fellows on professional communication skills
- Assist director of professional & scholarly development on projects related to the international teaching program
- Instruct graduate students in individual sessions about pedagogical skills, verbal fluency, and sociolinguistic awareness

BRIDGEWATER–RAYNHAM REGIONAL SCHOOL COMMITTEE—Bridgewater, MA **April 2012–April 2015**

Elected Member

- Approved policy and annual budget greater than \$68 million for school district with nearly 5,500 students.
- Elected in 2012 by the voters of both Bridgewater and Raynham as the youngest public official in the towns' histories
- Liaison to the Massachusetts Legislature, Student Advisory Board, and School Site Council (Oversight of facilities and real property); served on subcommittees for Volunteerism & Community Involvement, Site Dedication, and Policy

EDUCATION

HARVARD UNIVERSITY—Cambridge, MA **May 2016**

A.B. in Government, Secondary in Computer Science

- Institute of Politics—Student Advisory Committee; Chairman, The Policy Program
- Small Claims Advisory Service—Assist Massachusetts residents navigate the small claims system court process

SKILLS/INTERESTS

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- Skills: Acrobat, Agile (Scrum), AWS (EC2 and S3), Bash, C, Docker, Git, HTML5 and JavaScript (Angular, D3), JIRA, Lightroom, Looker, MS Office Suite, MS SQL, MySQL, Photoshop, Python (Django, Matplotlib, Numpy, Pandas, Scikit-learn), Salesforce, Vagrant
 - Interests: Eagle Scout, licensed falconer, photography