

# Jeffrey Moe

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Strong leader and problem-solver with 8+ years of industry experience, dedicated to streamlining operations to decrease costs and promote organizational efficiency.

## Experience

### **ROSEMOUNT INC.**

#### **SENIOR TECHNICAL SUPPORT SPECIALIST (2023-NOW)**

- Serve as interdivisional contact connecting key teams, resulting in shortened turnaround time on customer orders and more effective communication between departments
- Prioritize urgent orders from Sales Department by analyzing current material demand, inventory, and projected supply
- Develop Power BI dashboards for data-driven decision-making to achieve and exceed company goals
- Utilize Microsoft Power Tools to improve efficiency and accessibility of existing programs and procedures
- Represent the organization as international factory liaison providing technical support for measurement instrumentation
- Facilitate the movement of orders through production and manufacturing by identifying obstructions in the outbound logistics process

### **ROSEMOUNT INC.**

#### **SENIOR INSIDE SALES ENGINEER (2022-2023)**

#### **INSIDE SALES ENGINEER II (2020-2022)**

#### **INSIDE SALES ENGINEER (2018-2020)**

- Led progressive initiatives to improve workflows and drive efficiency using Microsoft Power Tools
- Project Leader and developer for the 2022 ISE Sales Program for North America, driving record retention rates, the highest participation rate, and most revenue accumulated in program history
- Regularly exceeded sales goals by adopting new processes, building strong customer relationships, and efficiently handling client questions and concerns
- 115.2% of overall sales goal in 2022 with \$11.3M in bookings, and 207% of service goal with \$1.05M in bookings
- 135% of overall sales goal in 2020 with \$7.8M in bookings, and 154% of wireless goal with \$992k in bookings
- Created power automate flow to reduce no value-add time by automatically sorting emails by request type, saving 30-45 min/day/sales engineer
- Implemented and tested robotic process automations (RPAs) to streamline tasks such as automatic quote request follow ups, leading to increased customer engagement and higher conversion rates of quotes to orders
- Mentored new sales engineers by providing innate product knowledge, systems information, and leading new hire training classes

## Accomplishments

- Citizen Developer for Rosemount Inc. (2020-2023)
- 2022 President's Club Winner
- 2021 President's Club Nominee
- Leader in the 2022 Inside Sales Programs for Rosemount Inc., with the second greatest number of quotes submitted to the program at 362
- Top 10 (out of 65+ sales members) in the 2022 Digital Sales Program for Rosemount Inc.
- Top 6 in the 2021 Inside Sales Programs for Rosemount Inc.

## Education

BS Mechanical Engineering (Minor Physics) / University of St. Thomas (2017)

MS Data Science / Concordia St. Paul University (2026)

## Technical Skills

**Programming Languages:** Python, SQL, Gremlin

**Machine Learning Libraries:** Scikit-learn, PyTorch, TensorFlow

**Data Analysis & Visualization:** Pandas, NumPy, Seaborn, Power BI, Jupyter Notebooks, Statsmodels

**Networking and Architecture:** AWS, IaC, MySQL, RDBMS, AWS SDK, AWS CLI, NoSQL DBMS, Redis

**AWS Architecture:** RDS, S3, EC2, VPC, Neptune, CloudWatch, DynamoDB, IAM, CloudFormation, Lambda, Timestream

## Projects

Develop and Analyze a GAN and Classifier

- Built a Generative Adversarial Network (GAN) and a classifier using PyTorch to generate and classify handwritten digits from the MNIST dataset.
- Achieved a classifier accuracy of 97% and generated lifelike images of digits.
- Utilized NumPy, Pandas, and Seaborn for data preprocessing, analysis, and visualization.
- Implemented parallel processing techniques to optimize training efficiency.

Develop and Analyze a Linear Regression Model

- Developed a linear regression model in PyTorch to predict food delivery times based on factors like distance, preparation time, and weather.
- Achieved an R-squared value of 0.812, with RMSE and MAE of 9.85 and 7.30 minutes, respectively.
- Used Scikit-learn for feature selection, data splitting, and model evaluation.
- Visualized model performance using Matplotlib and Seaborn.

Implementation of a Discriminative Model

- Built a discriminative model using a Random Forest Classifier in Scikit-learn, then used that as a feature in a PyTorch neural network to classify NFL players by position based on historical season data.
- Integrated the Random Forest predictions into a neural network built with PyTorch, achieving an accuracy of 62.3%.
- Performed hyperparameter tuning using GridSearchCV and visualized results with Matplotlib and Seaborn.

#### Deploy a simple Web Application in AWS

- Configured and deployed necessary architecture in AWS to create a web application for hands-on experience with AWS.
- AWS services used were VPC, EC2, S3, CloudWatch, and RDS.
- Implemented industry standard security protocols such as security groups and route tables to properly direct traffic and limit access.
- Used SSH protocol to connect to the instance (EC2) and deploy the Apache Web server successfully.

#### Deploy a stack in AWS using IaC and use Serverless Computing to Trigger an Automated Alert

- Created a CloudFormation template to deploy a stack that included an auto scaling group and security group.
- Generated and deployed a Lambda function to automatically update logs upon an EC2 instance deletion.
- Used EventBridge to trigger the Lambda function automatically.
- Set up a CloudWatch alarm to send an automated email based on the updated logs.

#### Create and deploy a simple NoSQL DynamoDB database to emulate a leaderboard for an online game.

- Determined the product requirements by analyzing a given business scenario.
- Created an entity relationship diagram and defined the access patterns.
- Designed a single table for deployment in Dynamodb.
- Used Boto3 and AWS CLI with python to create the table and deploy it from my local machine.
- Used common commands to add, manipulate, scan, and delete data from the table using the Boto3 library with python.

#### Create and deploy a time series database for a DevOps architecture monitoring solution.

- Determined the product requirements by analyzing a given business scenario.
- Compared and contrasted time series DBs against traditional relational databases.
- Implemented an AWS Timestream DB remotely using Amazon SDKs.
- Created sample data and successfully uploaded it into the database remotely.
- Created sample queries based on that data using AWS CLI that could be used in a real-world scenario.

#### Create and plan a database ecosystem for a movie rental company based on diverse company, data, and analytic needs.

- Determined the product requirements by analyzing a given business scenario.
- Implemented a diverse database ecosystem that included a relational database, graph database, search engine database, NoSQL database, and time series database.
- Created architecture and database diagrams for design and planning.
- Designed an ecosystem that was scalable and included integration to AI tools for analysis and automatic CRUD operations.
- Designed a solution that included industry standard security protocols such as data encryption, tokenization, private subnets, security groups, and identity access controls.

#### Created a unified enterprise architecture plan for a multi-domain global company.

- Used The Open Group Architecture Framework (TOGAF) with the architecture development method (ADM) to audit the current business state.
- Performed risk analysis for a mock healthcare product development cycle and cyber security to identify gaps and pain points.
- Implemented predictive modeling into the framework to create an environment that includes real time monitoring and predictive analytics.
- Mapped business processes and data flows to identify security risks and bottlenecks.
- Designed a solution to successfully introduce scalability, allocate resources more efficiently, and reduce waste inside the organization.

#### Created a risk mitigation plan for AI integration into a legacy e-commerce system.

- Used NIST and IBM's risk management framework to provide an approach to identifying key risks within the project.
- Prioritized the identified risks using a probability-impact matrix to create mitigation plans for the top three risks.
- Using industry best practices, mitigation plans for these risks with owners to provide accountability and visibility.
- Created a risk register that included these top risks as well as others to provide continuous monitoring and additional visibility.