

# JOE KRINKE

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## EXPERIENCE

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### **Associate Consultant**

*July 2021 - Present*

*Beghou Consulting, Boston, MA*

- Created forecasting models in Excel and Python to drive client manufacturing and salesforce sizing decisions.
- Designed and maintained forecasting, sales, and manufacturing dashboards for clients.
- Met with clients to maintain relationships and determine business needs.
- Updated and maintained client CRM and sales databases using Python and SQL.

### **Consultant**

*May 2020 - June 2021*

*myDrugCosts, Durham, NC*

- Rewrote SQL queries for a new database schema, reducing report generation times from minutes to seconds.
- Implemented a clustering algorithm to automatically identify new opportunities for drug cost reduction.
- Built dashboards for application users, company executives, and client organizations.
- Wrote Python script to detect drug savings, capturing 34% more customer savings attributable to my client's product.

### **Marketing Analytics Intern**

*May 2019 - August 2019*

*Fresenius Medical Care, Lawrence, MA*

- Built decision tree and logistic regression models in R to create a scoring system used to optimize patient acquisition and retention.
- Created regression model evaluating the impact of market acceleration initiative on dialysis modality growth.
- Produced dashboards used to report on marketing KPIs and monthly metrics.

## EDUCATION

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### **Duke University, Durham, NC**

*August 2019 - May 2021*

Master in Interdisciplinary Data Science

### **Central Michigan University, Mt. Pleasant, MI**

*August 2015 - May 2019*

Bachelor's in Statistics

Summa Cum Laude

## TECHNICAL SKILLS

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**Programming Languages:** R, SAS, Python, Stata, SQL

**Python Libraries:** Scikit-learn, Pandas, NumPy, Matplotlib, TensorFlow, Keras, seaborn, Plotly

**Tools:** Tableau, Git, Power BI, Excel

**Analytics:** Regression, Decision Trees, Deep Learning, Clustering, Data Wrangling and Visualization

**Certifications:** AWS Certified Cloud Practitioner, SAS Certified Predictive Modeler, SAS Base Certification