John Silberstein

Philadelphia, PA

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**Summary**

Data Analytics professional who has a background in mission critical data reporting, providing visibility into project status, invoicing to customers and sales staff commissions and payroll. Thrived on taking poorly designed back-office operations and designing and implementing scalable systems that helped the organization grow.

**Technical Skills**

Excel, VBasic, Python, Pandas, SciPy, NumPy, Matplotlib, SQL, GIT

**Relevant Experience**

**Sales Operations Manager 2004 – 2007**

**Market Resource Partners, LLC Philadelphia, PA**

Designed and implemented scalable Sales Operations systems for a growing company. These systems included tracking campaign based projects from inception to completion. Company used a cloud based CRM as the primary reporting tool. Data was downloaded and processed into reports for daily/weekly activity, client invoicing, Account Executive commission calculations and ad hoc reporting. Was also part of the design and implementation team when ADP was adopted for payroll processing.

**Additional Experience**

**Personal Trainer/Owner 2013 to Present**

**Functional Fitness Philadelphia Philadelphia, PA**

Provided personal training services to clients of various backgrounds and ages. Used in-person continuing education to provide up-to-date training techniques. Leveraged my data background in data analytics to track and bill my clients.

**Lecturer 2008 to 2011**

**SRH Heidelberg Fachhochschule** **Heidelberg, Germany**

Contract instructor teaching English in a business communications environment. Students were expected complete all of their course work using English with the goal that the students would be able to communicate in English in any international business exchange. Designed student tracking tools, that were then shared and made available to all of the business English faculty.

**Projects**

**Project-1 Spotify Data Analysis** <https://github.com/johnsilb/Project_1.git>

* Used Kaggle.com to locate a Spotify database to do an analysis of Spotify’s service to determine what if any attributes of a song was important to it’s popularity.
* Worked as part of a the team to clean and prepare the data for analysis and then used a song’s length to determine if there was an relevance to song length verse popularity.
* Worked with Python, Jupyter Notebook, pandas, NumPy, Matplotlib, and SciPy.

**Education**

**Penn LPS Data Analytics Boot Camp,** Philadelphia, PA An intensive 6 month long boot camp dedicated to Data Analytics and Data Visualization. Skills learned consist of Excel, VBasic, Python, Pandas, NumPy, SciPy, Matplotlib, SQL, SQLAlchemy, HTML, MongoDB, Pymongo, Flask, JavaScript, Leaflet, Tableau. Topics covered include Data cleaning, data analysis, APIs, SQL queries, Web Scraping, Interactive Web Visualizations and machine learning.

**National Personal Training Institute,** Diploma, Philadelphia, PA In-person, instructor led training program for personal trainers.

**Temple University,** Philadelphia, PA Completed a Bachelors of Business Administration with a concentration in Economics and Marketing.

**Bloomsburg University of Pennsylvania,** Bloomsburg, PA Started an Information Processing major. Course curriculum was a computer major with a concentration in business. Learned COBOL, PL/1 and Basic and applied these programming languages in batch processing and data structures.