John Fields

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Data Scientist | Business Leader

Data-driven leader with a unique combination of data science and business leadership in large, complex organizations that operate globally. Currently completing a Master's in Data Science at Syracuse University with an expected graduation in June 2020. Strong track record working in progressive roles including IT, Sales Operations, E-Business, Information Security and Marketing. Key strengths include:

- Combining the art and science of data analysis, decision making and story-telling with data.
- Building global teams to maximize the investments in people, data, analytics and operations.
- Demonstrating how companies can capitalize on the value of predictive analytics by building algorithms and models to solve complex business problems.
- Leading high performing cross-functional teams with scalable systems/processes.

Core Technical Competencies

Data Science | R | Data Modeling | Machine Learning
Data Mining | Big Data Statistics | SAP | SQL | MDM | CRM

Core Business Competencies

Data-Driven Culture Leader | Global Team Building | Creating Compelling Business Cases
Cross-Functional Collaboration | Organizational Design | Agile Product Owner

Professional Experience

HarQen
Data Scientist, 2019
Leading the development of new machine learning and text mining models to improve the hiring process through the use of transcribed video job interviews. The goals for this project are shorter cycle times, improved candidate selection and reduction in bias for the job interview process.

Rockwell Automation
Director - Global Customer Data, 2013 – 2018
Created and led a 50-person global team with responsibility for customer data used across the enterprise to support a $6.5 billion business with 23,000 employees.

- Increased global visibility of customer data from 80 to 94% by partnering with business leaders to prioritize the value of customer data and invest in new teams in Poland, Mexico and Shanghai to accomplish this goal.
- Built the algorithms and models to show how predictive analytics can solve business problems such as product leakage and financial forecasting more cost effectively than the current manual process.
- Collaborated with business intelligence teams to improve processes and build a Hadoop data lake using global customer data for analyzing customer trends to improve service and provide critical customer information for the sales organization.

Director - Market-to-Quote Processes, 2008 – 2012
Built a global sales operations organization to support the 5000 sales employees around the world.

- Established a centralized business intelligence function, lean six sigma organization and project office that created a world-class CRM system for the sales organization that improved customer engagement and sales.

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Professional Experience (con't)

Manager - Channel Operations, 2004 – 2007
Leader of a 50-person team with responsibilities in Customer Care (Distributor Response Center, Negotiations Response Center & e-Business Support) and Marketing (Integrated Account Management) for US customers and distributors.

Other Professional Roles

- **Manager, Customer e-Business Solutions**
- **IT Order-to-Cash Lead Europe**
- **Sales Engineer & Industry Account Manager**

Education

Syracuse University, **Master of Science in Applied Data Science** (Expected completion: June 2020)
University of Wisconsin, **Strategic Leadership Series**
Texas A&M University, **Bachelor of Science in Industrial Distribution**

Data Science Projects

- **Natural Language Processing for Video Transcription:** Collaborating with a Milwaukee-area company to transcribe millions of records and use various data science techniques to build predictive models with insights that can be sold to new/existing customers
- **Price Optimization Project:** Collaboration between the pricing organization and the customer data team to build a world-class price optimization capability with PROS software that utilized global third-party point-of-sale data to increase price realization and improve the pricing process.
- **A Predictive Model of Industry Trends**: Using daily point-of-sale information, a time-series forecasting model was built to predict the trends across 21 industries.
- **Outlier Predictions**: Using decision trees, a model was built to predict product leakage through unauthorized reseller channels.
- **Process Improvement Using Statistics**: Using various statistical methods such as regression/correlation/hypothesis testing/control charts, a prediction model was built to validate process changes.
- **Health Tracking Database**: An SQL database was built to import health data from various Internet of Things (IoT) devices to allow a user to set health goals for sleep, weight and exercise.