

# JULIAN SWART

## DATA PROFESSIONAL

✉ [juliandswart@gmail.com](mailto:juliandswart@gmail.com)  
☎ (910) 358-9472  
📍 Wilmington, NC  
🌐 [linkedin.com/in/julian-swart9/](https://www.linkedin.com/in/julian-swart9/)  
🌐 [www.julianswart.com](http://www.julianswart.com)

## TECHNICAL SKILLS

Python  
R  
SQL  
AWS  
Databricks  
Spark  
Streamlit  
Shiny  
ETL  
Data Exploration  
Data Validation  
Machine Learning  
Excel  
Tableau

## EDUCATION

### M.S. Business Analytics

University of Tennessee  
Knoxville, TN  
2016 - 2017

### Business Foundations Certificate

UNC - Wilmington  
Wilmington, NC  
2014 - 2015

### B.S. Textile Technology

North Carolina State University  
Raleigh, NC  
2008 - 2013

## PROJECTS

### Web Scraping and Analysis

🔗 [julianswart.com/blog/bigrock\\_part1/](https://julianswart.com/blog/bigrock_part1/)

### Data Engineering

🔗 [julianswart.com/blog/jj\\_furniture\\_part1/](https://julianswart.com/blog/jj_furniture_part1/)

## PERSONAL SUMMARY

Versatile data professional with 7 years of experience in data science, engineering, and business intelligence. Skilled in delivering complex projects and fostering collaboration within and across teams. Experienced in transforming business needs into technical solutions through clear communication and resourcefulness.

## EXPERIENCE

### Analytics Engineer III

📅 Dec 2023 – Present

#### Pilot Company

📍 Remote

Connect Analytics Team

- **Engineered a Streamlit app** in Python for Sales management to automate fleet deal approvals, with email notifications and SQL updates based on user actions, enhancing workflow and visibility.
- **Developed a R Shiny app** for the Loyalty team, consolidating scattered reports into a seamless multi-tab interface for program diagnostics. Utilized ggplot for data visualization and led the process from coding to production with a focus on visual clarity and user engagement.
- **Built a data pipeline** using Python in Databricks, combining data from diverse sources to deliver the Sales team their first-ever fleet deal lifecycle view.

### Data Scientist

📅 October 2022 – October 2023

#### Associate Data Scientist

📅 January 2020 – October 2022

#### Vans

📍 Remote

Guest Lifecycle Management Team

- **Developed a CLV model** using the Pareto/NBD technique with Python's lifetimes package, improving segmentation and cost of acquisition analysis. Europe Vans adopted this for consumer analysis.
- **Established an A/B testing framework** for the marketing team, now their standard for evaluating email campaigns, including points and discount strategies.
- **Led SQL adoption project**, transitioning data from Alteryx to AWS SQL stored procedures, which cut processing time from days to 1 hour while also improving Tableau report load times and data accessibility for the CLM team.
- **Automated Excel report** with a Python solution using SciPy optimization, providing monthly business health overviews to the VP of Global Analytics and VF Board, enhancing decision-making.
- **Validated new datasets** from the data lake, ensuring reliability of key business data, including a 7-billion-row email dataset and 500 million rows of loyalty data.
- **Regularly presented analysis findings to executives**, drawing insights from extensive EDA on loyalty guest data, which influenced key strategic decisions.

### Data Strategist

📅 January 2018 – January 2020

#### BI Intern

📅 May 2017 – July 2017

#### Pilot Company

📍 Knoxville, TN

Loyalty & Mobile App Analytics within BI Department

- **Performed A/B testing of loyalty incentives** across 700+ fueling locations, delivering daily results via custom dashboards. The outcomes drove strategies to boost in-store purchases and fuel stops.
- **Designed and developed 10+ Tableau dashboards** for the Pilot loyalty team. Worked with data engineers to create SQL tables, ensuring quality and optimal performance for a program serving over 10 million members with \$1B in annual revenue.
- **Conducted in-depth EDA on guest data** and regularly presented actionable insights to executives, driving data-informed strategic initiatives.