

# JUSTIN NAPOLITANO

Analyst experienced in academic legal, socioeconomic, and policy research seeking opportunity to leverage technical skill set to understand complex socioeconomic systems.



## CONTACT

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## EDUCATION

**Bachelor Political Science** **Aug 2018**  
*University of Central Florida* *Orlando, Florida*

## CERTIFICATES

**Python Specialization** **February 2020**  
*University of Michigan* *Coursera*

## TECHNICAL SKILLS

### Programming

Python ●●●●●  
C ●●●●●

### Data Handling and Analysis

Pandas ●●●●●  
SAS (Statistical Analysis System) ●●●●●  
Statsmodels ●●●●●  
SQL ●●●●●  
PySpark ●●●●●

## CORE COMPETENCIES

Legal Research Data Mining Forecasting  
Supply Chain Analysis Inferential Statistics  
Economic Modeling Policy Analysis

## DATA SET PROFICIENCY

Lexis Nexis Shipping Data Rail demand  
Nasdaq Data Link Library of Congress API  
World Bank Development Indicators  
UN Energy Accounts and Balances  
European Central Bank Statistics

## DOCUMENTATION TOOLS

Sphinx LaTeX Scientific Markdown  
reStructuredText Jupyter Notebooks

## LANGUAGE PROFICIENCY

English French Spanish

## EXPERIENCE

**Marketing Analyst** **May 2021 — Present**  
*BTJN, LLC* *Houston, Texas*

- Optimized marketing strategy by identifying 25,000 most valuable potential customers out of over 300,000.
- Created graph database to analyze personal customer characteristics that correlate with higher returns on investment.
- Improved analysis pipeline efficiency by 95 percent by integrating data with PySpark and Google Drive API from a Neo4j warehouse.

**Sales Strategist** **October 2019 — February 2021**  
*BTJN, LLC*

- Defined sales strategy to target well funded public organizations for greatest ROI.
- Compared sources to identify most competitive manufacturers to procure personal protection equipment for large organizations.
- Deployed a custom CRM solution to facilitate sales analytics.

**Sales Analysis Internship** **January 2020 — August 2020**  
*Cox Oil Company*

- Discovered supply chain bottlenecks by product for 57 retail stores with Python Statsmodel and Pandas.
- Piloted application to generate daily sales reports for store managers to streamline inventory screening.

**Research Lead and Analyst** **Jan 2018 — Aug 2019**  
*University of Central Florida* *Orlando, Florida*

- Identified regional socioeconomic features correlated with higher investment risks.
- Reviewed feasibility of Turkish government proposals to develop hydroelectric plants in underdeveloped regions.
- Developed international law frame work from primary sources to reveal governmental criminal activity which could result in economic sanctions.
- Prepared publication presentation peer reviewed at the Peace Science Conference at the Hague, Switzerland.

**Research Assistant** **Jan 2017 — Jan 2018**  
*University of Central Florida* *Orlando, Florida*

- Managed team data coding, verification, and storage procedures for article published by Cambridge University Press.
- Analyzed United Kingdom parliamentary procedures to predict likely policy outcomes.

## PROJECTS

- Rail Demand Tool:** Plotted international rail demand indicators by transit station.
- Shipping Analysis Tool:** Analyzed historical shipping data of ships that entered US territorial waters to specify trade volume and port of origin.
- Oil Demand Tool:** Graphed historical crude oil shipping volume and demand.
- US Supreme Court Metadata Graph:** Clustered Supreme Court cases by political issue area to identify commercial clause cases.
- AI Policy Prediction Paper:** Predicted policy outcomes with TensorFlow.

## PUBLICATIONS

### Turkish Kurdish Analysis Database

📖 *Peace Economics, Peace Science and Public Policy* vol 25, no. 4, pp. 36

👤 Demet Mousseau, **Justin Napolitano**, Alex Olson

📅 2019

🔗 DOI