JUSTIN NAPOLITANO

Open source intelligence specialist experienced in feature extraction, data integration, and data visualization. Seeking opportunity to build and analyze data pipelines.

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 |

WORKING LANGUAGES

| 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 Data Architect **Jan 2018 — Aug 2019**
University of Central Florida *Orlando, Florida*
- Identified regional socioeconomic features correlated with higher investment risks.
- Reviewed feasability 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 Suprme Court cases by political issue area to identify commerical 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*