

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

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 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