

# JUSTIN NAPOLITANO

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



## CONTACT

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## EDUCATION

**Bachelor of 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 Energy Commodity Pricing  
JODI Oil World Database  
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

- US Freight Energy Consumption Dashboard:** Documenting actual and projected freight rail energy use by fuel type.
- 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 according to political ideology.
- WTO and International Trade:** Concluded that the interests of powerful governments dictate international commercial regulation.

## 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