# Justin Napolitano

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## EDUCATION

- **University of Central Florida** — Orlando, Fl
  *Bachelor of Arts in Political Science* — *August 2018*

## EXPERIENCE

- **BTJN, LLC** — Houston, TX
  *Software Developer* — *May 2021 - Present*
  - **Sales Lead Generation Application**: Produced 10,000 sales leads weekly on average. Mined web for data with Python and Bs4. Integrated data with custom Google API Class. Identified valuable leads with Neo4j and JanusGraph backends.
  - **CRM Application and Integration**: Deployed a custom CRM solution with Microsoft SQL Server in the Azure cloud. Transformed data locally with Python to maximize value for clients.
  - **Business Reporting and Sales Predictions**: Modeled retail sales with the SARINA, Holt-Winter, and Exponential Smoothing models in Python and Jupyter Notebooks. Identified model of greatest predictive power with the Mean Absolute Percentage Error formula.

- **University of Central Florida** — Orlando, FL
  *Research Lead* — *Jan 2017 - Aug 2019*
  - **Research Design**: Ensured rigor of data collection methodology by meeting industry best practices.
  - **Database Design**: Defined a third normal database to maintain logical consistency. Refined schema to facilitate porting to Person, Object, Location and Events (POLE) schema.
  - **Data Integration**: Standardized integration procedures to verify integrity of files generated by research assistants. Transformed data from Excel and CSV sources into JSON format to index into a noSQL database.
  - **Data Analysis**: Analyzed conflict data with Pandas and Excel. Visualized data trends with MatPlotLib. Prepared presentation for peer review at the Peace Science Conference at the Hague, Switzerland.
  - **Project Management**: Developed manuals to train inexperienced research assistants to query primary sources and code data points. Led team to achieve project goals prior to deadlines defined in our research grant.
  - **Human Rights Abuse Frame Work**: Aggregated corpus of international human rights law to cross reference with abuse events.

- **University of Central Florida** — Orlando, Fl
  *Research Assistant* — *Jan 2017 - Jan 2018*
  - **Data Integration**: Aggregated data points generated by student research assistants into database with Python.
  - **Sentiment Analysis**: Analyzed sentiment of sentences to determine speaker's emotional state.
  - **Automated Sentiment Analysis**: Compared user scored sentences to programmatic scoring to identify errors.

## PROJECTS

- **Business Analysis**: Forecasting and analysis projects.
- **Political Analysis**: Conflict, behavioral, and political analysis.
- **Machine Learning**: Machine learning for political analysis.
- **Web Scraping**: Web scraping projects to procure data.
- **Data Integration**: Data Integration and transformation scripts.
- **Google Drive API**: Google API application to transform json data to Google Sheets.
- **Sphinx Documentation Template**: Tutorials and templates to create Sphinx and Jupyter Book publications

## SKILLS

- **Computer Languages**: Bash, C, LaTeX, Python, SAS, SPSS, SQL.
- **Technologies**: Azure, Docker, Git, JanusGraph, Jupyter Notebook, Neo4j, Pandas, SciPY, Sphinx, TensorFlow.
- **Data Modelling and Analysis**: Sales Forecasting, Political Analysis, Business Analysis.
- **Spoken Languages**: Cantonese, French, Spanish, Sranan Tongo.