Jacob Warfield

jacobvwarfield@gmail.com | 443.823.9549 | linkedin.com/in/jacobwarfield

PROFESSIONAL EXPERIENCE

Deloitte Consulting, New York, NY   June 2021 – October 2023
Consultant
- Saved $x million in misallocated rebates by identifying and fixing data miscommunication in CPG client's integration with distributors. Sold project and led operations workstream
- Optimized CPG client's pricing across markets by combining sales data and expert interviews
- Drafted and delivered RFPs for clients in the next-gen tech strategic growth offering, supported eminence paper research, served as business development representative for the offering

Business Technology Analyst
- Generated roadmap to a 5.4% revenue increase across a $x billion portfolio by synthesizing qualitative and quantitative data into talking points and pricing targets for contract negotiations
- Saved thousands of executive hours per year by interviewing end-users and technical stakeholders to optimize workflows and build dashboards in a SaaS CRM
- Saved hundreds of developer hours per year by shifting bias from custom code to feature configurations and managing agile workstreams and SDLC

JVW Advisory, New York, NY   June 2021 – October 2022
Founder
- Realized $xxx thousand government payroll support for small business owners by identifying eligibility, calculating credit value, and filing for a federal program
- Self-taught by reading dozens of IRS reports through revisions and adjustments 2020-2021

Mesmerize Computer Vision   September 2020 – May 2021
Machine Learning Software Engineer
- Sold a 0-to-1 product for $xxx thousand: engineered data pipeline to transform lidar-based point clouds to 3D model digital twin, company's first-ever deliverable
- Trained and validated machine learning models to identify object bounding boxes in camera images; reduced hours needed to complete manual object identification by over 90%
- Scaled an end-to-end machine learning solution on AWS Sagemaker utilizing transfer learning to continually improve model; object classes scored greater than 85% mean average precision

Alarm.com, Arlington, VA   June 2019 – August 2019
Product Management Intern
- Adapted marketing department's operations to best project managements practices for Jira
- Redesigned mobile app page with Figma wireframes and managed SDLC

EDUCATION

Cornell University, College of Arts and Sciences
B.A. Computer and Information Science, History of Capitalism Minor
GPA: 3.7 **SAT**: 2340 **GRE**: 333
Activities: Alpha Kappa Psi Business Fraternity, Alpha Fund (TMT Sector), Gordon Whiting Scholar,
Teaching Assistant: MBA 6120: Disruptive Technologies – taught MBA candidates the fundamentals of next-gen computation in business with Prof. Greenberg (ACM SIGGRAPH Steven Coons Award)

Other

Skills: Python, SQL, Tableau, Figma, Jira, Jupyter, PyTorch, AWS, Sagemaker, Technical demos
Accomplishments: 500-mile solo hike across Spain, skied one million vertical feet 2021 ski season