Data Scientist, Revenue Analytics

Remote, US

Apply

About Extend:

Extend is modernizing the $100 billion-per-year protection plan industry using cutting-edge technology and top-notch customer service.

Our technology-forward omnichannel and API-first solution allows any merchant to offer protection plans, both online and in store, while also providing a merchant's end customers with a vastly improved and modern support experience that eliminates many of the issues customers face today with legacy underwriters. More recently, Extend also launched a shipping protection solution, covering consumers in the case of lost, damaged or stolen packages. This is further expanding the company's addressable market and value creation for merchants.

We are a venture-backed startup in downtown San Francisco led by founders who have previously had multiple successful exits. Extend simplifies the technology stack for the product and shipping protection industries.

Position Title: Data Scientist, Revenue Analytics

Position Location: 353 Sacramento Street, Suite 2200, San Francisco, CA 94111

Hours: Monday – Friday, 8:00 am to 5:00 pm

SALARY: $110,000 - $129,000 per year

Summary of Duties:

- Platform-wide analytics to confirm the product is working as expected (loading of images buttons, load times, etc.).

- Working with Data Engineering and Product to ensure proper analytics tracking is set up (ideally before launch) for all new features/products and supporting in development of ETLs.

- Work closely with RevOps as technical resource to build data platform to determine sales comp planning (and payouts) and assist in writing up basic scripts or financial models as needed.

- Manage tests for specific merchants and generate data to build out case studies and GTM messaging strategies.

- Drive portfolio-wide revenue optimization and communication to merchants on personalized optimization based on testing across our platform.

- Work with our Risk & Insurance team to build deep-dive analytics and machine learning models to better forecast risk across our portfolio.

- Create platform analytics to confirm product operation is as expected and develop new processes to optimize warrant mapping operations, plan pricing, and merchant attach rates.

- Perform exploratory data analysis to assemble metrics and KPIs to assess and gauge activity across the Extend platform, and support teams throughout Extend by delivering analyses and process improvements to help the business continue to scale.

- Support business operations, finance, revenue operations, and other internal teams by building analytics and reporting to understand overall business performance and increase organizational efficiencies.

MINIMUM REQUIREMENTS: Bachelor's degree in Data Science, Statistics, Mathematics, or closely related field or foreign equivalent plus 2 years' experience in Analytics, Management Consulting, Finance, or Strategic Operations, or closely related position

SPECIAL SKILLS OR OTHER REQUIREMENTS:

- Position can be performed remotely anywhere in the U.S.

Experience must include:

1. Advanced analytical skills with experience in working with large datasets.
2. Experience in programming languages, including Python, SQL, and R.
3. Experience in creating visualization dashboards
4. Identify and drive revenue initiatives and optimizations

Life at Extend:

- Working with a great team from diverse backgrounds in a collaborative and supportive environment.
- Competitive salary based on experience, with full medical and dental & vision benefits.
- Stock in an early-stage startup growing quickly.
- Very generous, flexible paid time off policy.
- 401(k) with Financial Guidance from Morgan Stanley.

Extend CCPA HR Notice

Apply for this job

* indicates a required field

First Name *

Last Name *

Email *

Phone

Resume/CV

Attach, or enter manually

Accepted file types: pdf, doc, docx, txt, rtf

Cover Letter

Attach, or enter manually

Accepted file types: pdf, doc, docx, txt, rtf

LinkedIn Profile

Website

U.S. Standard Demographic Questions

We invite applicants to share their demographic background. If you choose to complete this survey, your responses may be used to identify areas of improvement in our hiring process.

How would you describe your gender identity? (mark all that apply)

Select... ▾

How would you describe your racial/ethnic background? (mark all that apply)

Select... ▾

How would you describe your sexual orientation? (mark all that apply)

Select... ▾

Do you identify as transgender?

Select... ▾

Do you have a disability or chronic condition (physical, visual, auditory, cognitive, mental, emotional, or other) that substantially limits one or more of your major life activities, including mobility, communication (seeing, hearing, speaking), and learning?
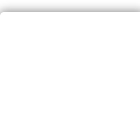
Select... ▾

Are you a veteran or active member of the United States Armed Forces?

Select... ▾

Voluntary Self-Identification

For government reporting purposes, we ask candidates to respond to the below self-identification survey. Completion of the form is entirely voluntary. Whatever your decision, it will not be considered in the hiring process or thereafter. Any information that you do provide will be recorded and maintained in a confidential file.

As set forth in Extend's Equal Employment Opportunity policy, we do not discriminate on the basis of any protected group status under any applicable law.

Gender

Select... ▾

Are you Hispanic/Latino?

Select... ▾

[Race & Ethnicity Definitions](#)

If you believe you belong to any of the categories of protected veterans listed below, please indicate by making the appropriate selection. As a government contractor subject to the Vietnam Era Veterans Readjustment Assistance Act (VEVRAA), we request this information in order to measure the effectiveness of the outreach and positive recruitment efforts we undertake pursuant to VEVRAA. Classification of protected categories is as follows:

A "disabled veteran" is one of the following: a veteran of the U.S. military, ground, naval or air service who is entitled to compensation (or who but for the receipt of military retired pay would be entitled to compensation) under laws administered by the Secretary of Veterans Affairs; or a person who was discharged or released from active duty because of a service-connected disability.

A "recently separated veteran" means any veteran during the three-year period beginning on the date of such veteran's discharge or release from active duty in the U.S. military, ground, naval, or air service.

An "active duty wartime or campaign badge veteran" means a veteran who served on active duty in the U.S. military, ground, naval or air service during a war, or in a campaign or expedition for which a campaign badge has been authorized under the laws administered by the Department of Defense.

An "Armed forces service medal veteran" means a veteran who, while serving on active duty in the U.S. military, ground, naval or air service, participated in a United States military operation for which an Armed Forces service medal was awarded pursuant to Executive Order 12985.

Veteran Status

Select... ▾

Voluntary Self-Identification of Disability

Why are you being asked to complete this form?

We are a federal contractor or subcontractor. The law requires us to provide equal employment opportunity to qualified people with disabilities. We have a goal of having at least 7% of our workers as people with disabilities. The law says we must measure our progress towards this goal. To do this, we must ask applicants and employees if they have a disability or have ever had one. People can become disabled, so we need to ask this question at least every five years.

Completing this form is voluntary, and we hope that you will choose to do so. Your answer is confidential. No one who makes hiring decisions will see it. Your decision to complete the form and your answer will not harm you in any way. If you want to learn more about the law or this form, visit the U.S. Department of Labor's Office of Federal Contract Compliance Programs (OFCCP) website at www.dol.gov/ofccp.

How do you know if you have a disability?

A disability is a condition that substantially limits one or more of your "major life activities." If you have or have ever had such a condition, you are a person with a disability. **Disabilities include, but are not limited to:**

- Alcohol or other substance use disorder (not currently using drugs illegally)
- Autoimmune disorder, for example, lupus, fibromyalgia, rheumatoid arthritis, HIV/AIDS
- Blind or low vision
- Cancer (past or present)
- Cardiovascular or heart disease
- Celiac disease
- Cerebral palsy
- Deaf or serious difficulty hearing
- Diabetes
- Disfigurement, for example, disfigurement caused by burns, wounds, accidents, or congenital disorders
- Epilepsy or other seizure disorder
- Gastrointestinal disorders, for example, Crohn's Disease, irritable bowel syndrome
- Intellectual or developmental disability
- Mental health conditions, for example, depression, bipolar disorder, anxiety disorder, schizophrenia, PTSD
- Missing limbs or partially missing limbs
- Mobility impairment, benefiting from the use of a wheelchair, scooter, walker, leg brace(s) and/or other supports

- Nervous system condition, for example, migraine headaches, Parkinson's disease, multiple sclerosis (MS)
- Neurodivergence, for example, attention-deficit/hyperactivity disorder (ADHD), autism spectrum disorder, dyslexia, dyspraxia, other learning disabilities
- Partial or complete paralysis (any cause)
- Pulmonary or respiratory conditions, for example, tuberculosis, asthma, emphysema
- Short stature (dwarfism)
- Traumatic brain injury

Disability Status

Select... ▼

PUBLIC BURDEN STATEMENT: According to the Paperwork Reduction Act of 1995 no persons are required to respond to a collection of information unless such collection displays a valid OMB control number. This survey should take about 5 minutes to complete.

Submit application