

Luis A Ulloa, MIB

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DATA SCIENTIST

Results-driven data scientist with expertise in Python, data visualization, machine learning, and statistical analysis, delivering actionable insights to drive impactful business decisions. Skilled at building predictive models, uncovering trends, and solving complex challenges to enhance strategies and optimize outcomes. Known for effectively collaborating with cross-functional teams to streamline processes, improve customer experiences, and champion innovation. A resourceful problem-solver and effective communicator dedicated to adding measurable value through data-driven solutions.

PROFICIENCIES AND COMPETENCIES

Python | Pandas | Matplotlib | Seaborn | SQL | Data Visualization | Data Cleaning / Preparation | Machine Learning | Predictive Modeling | Statistical Analysis | Data Modeling | Data Analysis | Research | Reporting | Strategic Insights | Feature Engineering | Process Optimization | Problem Solving | Cross-Functional Collaboration | Communication of Technical Concepts | Excel | SAP | Supply Chains | Requirements Assessments | Troubleshooting | Quality Assurance | Risk Identification / Mitigation | Compliance | Analytics | Metrics | Legal / Regulatory Guidelines

EXPERIENCE

LOCKHEED MARTIN CORPORATION, Marietta, GA

2011 – 2024

Senior Subcontract Manager, 2015 - 2024

Developed pricing models in Excel to analyze proposals, driving strategic decision-making.

- Managed multimillion-dollar subcontracts, including vendor negotiations.
- Oversaw adoption of digital tools, enhancing operational efficiency.

MRP Planning Analyst, 2012 - 2015

Completed thorough Bill of Material analysis of modification kits to ensure parts accuracy.

- Conducted parts availability analysis from SAP data sets to help address kit shortages.
- Scheduled kits per negotiated delivery timetable based on capacity and parts availability.

Supply Chain Analyst, 2011 - 2012

Supported production functions for the C-130 program by ensuring timely availability of components.

- Coordinated with procurement to review delivery of parts, commitment dates, and resolution of shortage issues.

ADDITIONAL RELEVANT EXPERIENCE

DEWOLFF, BOBERG & ASSOCIATES

Management Consultant, Atlanta, GA

Coached production supervisors to use flow mapping and root-cause analysis for productivity gains.

- Designed Excel tools to track metrics, enabling teams to meet and exceed operational targets.
- Delivered process improvements in diverse industries across the USA and Latin America.

GENERAL ELECTRIC COMPANY

Product Manager, GE Energy – Environmental Services, Kansas City, MO

Increased product sales by 71% in three years through application analysis and team collaboration.

- Saved \$500K in potential warranty losses through negotiations and objective failure analysis.
- Drafted and published product articles in trade magazines to raise brand profile and highlight benefits to customers.

Buyer, GE Rail, Global Signaling, Grain Valley, MO

Improved vendor delivery performance by 15% through strategic expectation-setting and communication.

- Collaborated cross-functionally with the customer service team, suppliers, and external third parties to decrease payable issues from \$1.5M to a weekly average of \$5K.

Operations Management Leadership Program Participant, GE Rail Headquarters, Erie, PA

Completed a two-year corporate leadership training program consisting of four 6-month rotational assignments.

Manufacturing Supervisor, Monterrey, NL – Mexico

Led a team of 25 hourly employees.

- Partnered with workers to map processes, analyze outputs, and conduct root-cause analysis of recurring defects, increasing production on the field coils line by 23% and improving the armature coils line by 54%.

Reliability Engineer

Developed engineering specifications to prevent connector mismatches.

Line Supervisor

Led a team of 12 hourly employees.

Operations Support Facilitator

Finalized implementation of online repair cost tracking tool and trained hourly employees.

- Redesigned workstations to reduce safety problems.

EDUCATION

Master of International Business (MIB)

Georgia State University, Atlanta, GA

Bachelor of Engineering (B.E.) Electrical Engineering

The City College of New York, New York, NY

PROFESSIONAL DEVELOPMENT

General Assembly, Atlanta, GA, Immersive Data Science Bootcamp, December 2024