Mark Bruner

Analytical creative who sees data exploration as a mystery waiting to be solved.

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EDUCATION

Kent State University   Kent, OH

Candidate for *Master of Science in Business Analytics*, cumulative GPA 4.0/4.0.   Expected: 08/2021
Major Coursework:
- *Machine Learning:* kNN; Clustering: K-Means, DBSCAN, Hierarchical; Logistic Regression, Linear Regression, Decision Trees
- *Database Management:* SQL, Relational Databases, NoSQL Databases
- *Operations Research:* Simplex Method, Network Models, DEA, Goal Programming

University of Cincinnati   Cincinnati, OH

Bachelor of Arts in Mathematics, cumulative GPA 3.1/4.0.   06/2002

WORK EXPERIENCE

The Navigators   Kent, OH

National Fundraising Coach, Employee Trainer, and Data Analyst   06/2006 – Present

- Pioneered the analysis of 350,000 donors to identify demographics that would increase the donation average of ethnic minority fundraisers.
- Oversaw twelve employees in fundraising techniques that yielded an increase of $160,000 in annual recurring revenue.
- Developed a budget tracking workbook that yielded an account surplus of $50,00 for the fiscal year.
- Spearheaded the first regional employee training team that:
  - increased regional trainer communication by 300%.
  - implemented the first regional training curriculum.
  - launched two innovative training experiences.
- Recommended a salary increase to retain three fundraisers after completing a cost-benefit analysis showing the company would gain at least $140,000 in annual recurring revenue.

Xavier University   Cincinnati, OH

Institutional Research Graduate Assistant   08/2010 – 06/2011

- Produced a dataset of over 2,000 student surveys using Microsoft Excel and Access.
- Coordinated the creation of the Common Data Set and provided this information to U.S. News & World Report, Peterson's, and other major college ranking publications.
- Compiled departmental reports using Microsoft Access.

The YMCA of Greater Cincinnati   Cincinnati, OH

Tutoring Program Coordinator   08/2006 – 06/2011

- Created the first tutoring program at Hughes High School.
- Recruited over 100 weekly tutors to serve as tutors by partnering with General Electric, Proctor & Gamble, University of Cincinnati, and Xavier University.
- Developed a STEM summer program that taught students about agriculture, chemistry, physics, and environmental issues.

SKILLS

Computer: R, Python, Tableau, Power BI, Basic HTML & CSS, Basic SQL, and Microsoft: Access, Excel, Word, and PowerPoint.