

Marcos Grillo

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EXPERIENCE

Data Scientist

Jun 2023 – Present

Liberty Mutual Insurance Group

New York, NY

- Worked in a team dedicated to Commercial Property pricing.
- Lead of model input quality control, developed and maintained a pipeline to ensure input consistency, resulting in the detection of discrepancies in revenue inputs of up to \$260m, leading to a model with, among other achievements, a 47% improvement in pricing accuracy for high-risk customers.
- Developed a framework for comparing pricing paradigms using data simulation, potentially saving millions of dollars in lost sales by avoiding the need to conduct real-world elasticity tests.

Data Engineer

Feb 2021 – Jun 2022

Rise Interactive

Buenos Aires, Argentina

- Worked with clients at a Chicago-based digital marketing consultancy firm to increase the efficacy of digital media campaigns and develop custom solutions for optimizing and automating campaigns across multiple media platforms.
- Creation of pipelines for automated reporting for several clients, using python, MySQL and AWS, as well as maintaining AWS infrastructure for timely data imports for said clients.
- Interim leader for the client onboarding team during internal restructuring.

Data Analyst

Nov 2019 – Feb 2021

Rise Interactive

Buenos Aires, Argentina

- Generated and ran workflows for forecasting digital marketing campaign performance mainly using python.
- Created a script that increased precision of forecasting by over 6 orders of magnitude, moving from a single number forecasting approach to generating millions of predictions for multiple clients, then designing a quality score to drill these down to under 10 distinct budget distribution recommendations.

Implementation Associate

May 2018 – Nov 2019

Avature

Buenos Aires, Argentina

- Worked as a hybrid project manager/software consultant with an HR software company dedicated to a custom solution for talent acquisition and management, working for multiple Fortune 500 companies and several top universities.
- Excelled in implementing highly technical solutions in our clients' instances, showcasing efficient performance under pressure by consistently resolving cases in half the expected time compared to other team members.

EDUCATION

Georgia Institute of Technology

Atlanta, GA

MSc Analytics, Interdisciplinary Data Science Master's Program

Aug 2022 – Aug 2023

Favaloro University

Buenos Aires, Argentina

Combined MSc & Bachelor's in Cognitive Psychology

Mar 2013 – Dec 2017

PROJECTS

Trading Post Scanner | *Python, APIs, Data Pipelines, VS Code, Statistics, Data Analysis & Visualization* [Project Link](#)

- Developed a scanner for a virtual marketplace that constructs downstream networks for given crafted items to determine their base ingredients and profitability for an online multiplayer game, generating meaningful metrics to guide player decisions.

Instagram & Facebook Message Sentiment Analysis | *APIs, Sentiment Analysis, Statistics, Visualization* [Project Link](#)

- Sourced and performed ETL on all my personal messages from Facebook and Instagram. Performed Sentiment Analysis using VADER to derive meaningful insights.

TECHNICAL SKILLS

Programming Languages: Python, SQL, MySQL, R

Languages: English (Native), Spanish (Native)

Data Science Domain Skills: Statistics, Machine Learning, Experimental Psychology, Data Mining, Cloud Computing

Tools & Libraries: AWS, PySpark, Pandas, NumPy, Matplotlib, Scikit-learn, SciPy, Seaborn

COMMUNITY ENGAGEMENT

Un Techo Para Mi País: Constructed emergency housing for families living in extreme poverty.

Minkai: Provided support and educational grants for rural communities.

Georgia Institute of Technology: Mentoring services for incoming and current students at Georgia Tech's Master of Science in Analytics Program.