Michael Saia

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, College of Engineering   **Atlanta, Georgia**
Bachelor of Science in Industrial Engineering with a Concentration in Analytics and Data Science   *December 2020*
- **GPA: 3.51;** Major GPA: 3.81; Graduated with High Honors
- Georgia Tech Faculty Honors, Undergraduate Researcher, CREATE-X Student Entrepreneur, and Dean's List Student
- Completed Pacific Program study abroad in New Zealand, Australia, and Fiji – Spring 2018
- **Incoming PwC Technology Consulting Advisory Associate**

EXPERIENCE

Coca-Cola Bottlers Sales & Services   **Atlanta, Georgia**
Procurement Process Improvement Intern   *January 2019 – August 2019*
- Developed an Alteryx analytical app to replace 50 hours of monthly effort by automating direct e-mail reporting of $366,500,000 worth of aluminum packaging spend for the North American Coca-Cola system versus commodity market aluminum rates, historical data, and bottler budgeted LME, MWP, and USTP rates, to communicate system hedging strategies to bottler Chief Financial Officers
- Implemented an automated data extraction system using a combination of SQL queries and Alteryx Interface Design tools, amplifying system-wide spend transparency
- Identified 10 spend aggregation opportunities ($1.5MM in value) within North American Bottler IT systems through productivity software market research and data visualization, creating alignment amongst bottlers in a complex spending space
- Introduced an automated internal audit report using Alteryx and Excel macros to output personalized dashboards via e-mail to procurement managers, enabling efficient project management for $40,000,000+ in Coca-Cola savings initiatives

Coca-Cola Bottlers Sales & Services   **Atlanta, Georgia**
Data Analytics Intern   *August 2018 – December 2018*
- Created an Alteryx workflow to organize and analyze data for possible cost reduction opportunities from 68 Coca-Cola Bottlers, 10,000 transport routes, and 100+ logistics companies, resulting in $11,200,000 in cost-avoidance and 40+ saved hours of quarterly data prep
- Pioneered an Alteryx workflow and Tableau dashboard solution to analyze price increases and supplier discrepancies for over 40,000 Coca-Cola Manufacturing parts from 45+ suppliers, effectively identifying 32 key pain-points for bottlers nation-wide
- Co-led targeted negotiations of air compressors ($8.5 MM annual manufacturing spend), using data as a catalyst to uncover additional suppliers with ideal locations for minimizing shipping costs, in turn creating negotiation leverage and introducing diverse competition

McKenney's Inc.   **Atlanta, Georgia**
Project Management Intern   *May 2018 – August 2018*
- Pioneered the rollout of a proactive theft prevention program successfully at multiple jobsites by analyzing tool-loss data monthly, offering $5000+ savings per job to ease a $600,000 company pain point
- Estimated both preliminary budgets and final proposals for $100,000+ projects around Atlanta using the Quick-EST Excel spreadsheet

RESEARCH

Sonar Technology Research   **Atlanta, Georgia**
Undergraduate Researcher in the lab of Dr. Karim Sabra   *January 2017- May 2017*
- Developed underwater acoustic tags using SONAR technology for underwater autonomous vehicle use
- Coded a signal transfer function using MATLAB and the Theory of Bragg Scattering to create graphical solutions for data analysis
- Worked with coordinators in the Georgia Tech machining shop to CNC mill acoustic tags on cylindrical and horizontal materials

LEADERSHIP

Consult Your Community (*Pro-Bono Management Consulting)*   **Atlanta, Georgia
Project Leader   *August 2018 – December 2019*
- Awarded by GT CYC Chapter for Best Overall Engagement, presented project results to Bain & Co. at their Atlanta Office
- Led a group of 7 Business Analysts in client engagement, managing client relations and all analyst workstreams
- Experienced 3 separate consulting engagements (focused on market entry decisions, human capital strategy, and demographics research)
- Created a customer demographics profile with Tableau's spatial functionality to help our client identify Atlanta based expansion sites

Linkd Supply *(Startup)*   **Atlanta, Georgia**
Cofounder   *April 2020 – August 2020*
- Led development of group purchasing platform for small businesses to drive cost saving with suppliers through collective buying power
- Admitted to Georgia Tech CREATE-X startup accelerator out of 300+ applications, created pitch deck for subcommittee
- Wrote python web scraping script acquiring 4000+ potential customer contacts leading to over 100 customer discovery meetings

SKILLS/INTERESTS

Technical: Alteryx Core Certified, Tableau, Python, SQL, R, VBA, Flask, Simio, Gurobi Optimization, Github, Microsoft Office
Skills: PwC Human Centered Design badge, data analytics, agile project management, machine learning, leadership, WebDev
Affiliations: Consult Your Community, CREATE-X, Startup Exchange, Sigma Chi – Beta Psi, Emerging Leaders (FLO)
Volunteer: COVID-19 Hackathon EGHI 2020, MNA Disaster Relief 2019, Fiji GT Village Renovation 2018, Team Buzz 2017