

# MIKE DEFELICE

Data Science / Product  
Incubation

## SUMMARY

"Michael is off-the-charts technical, and does an excellent job asserting his viewpoint across the organization ... [he] is an innovator and stubbornly pushes for change despite internal lethargy and resistance ... [he] is a good peer. People like to work with him and frequently loop him into their activities. He is eager to help out, curious and focused on delivering results, so he adds value wherever he goes." - Klee Kleber as SVP, Rackspace

## TECHNICAL SKILLS

### Data science in Python

Primarily using the numpy, pandas, scikit-learn, xgboost, and keras packages; Google BigQuery; Apache Spark

### Product incubation on Google Cloud

Primarily using its Kubernetes, App Engine, Datastore, Pub/Sub, and Cloud Functions services to deploy web apps and APIs; expertise also with Flask, Django REST Framework, Vue.js, modern JavaScript, Hugo, HTML, Bulma, Bootstrap

## GET IN TOUCH

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## RECENT WORK EXPERIENCE

### Co-Founder & CTO

CyberFortress, 2018 to Present

- Responsible for all R&D, scaling, and technical operations for an insurtech startup focused on building a new kind of cyber insurance policy for ecommerce
- Completed a \$3.2M seed round co-led by Greycroft & Live Oak Venture Partners
- Built an ML-based underwriting model that determines a company's risk of downtime in seconds from just an email address
- Developed a method for continuous, internet-scale data collection across hundreds of thousands of ecommerce domains

### Principal Data Scientist

Jungle Disk, 2016 - 2019

- Worked closely with the CEO on strategic growth opportunities
- Modeled & managed price changes that significantly contributed to revenue growth in a shrinking market
- Performed financials analysis, modeling, and forecasting. Explored customer growth behaviors & digital marketing performance over time (incl. per-channel LTV)
- Developed IP; filed patents on key initiatives & areas of development; performed technical due diligence for strategic acquisitions

### Technical Co-Founder

GoodTokens, 2013 - 2017

Developed the product strategy & built the backend services for an HR & culture management platform

### Principal Architect

Rackspace, 2010 - 2016

As a Principal Architect, I was responsible for the development of incubation projects; prior to this, I worked in Corporate Development performing technical due diligence on M&A, investments, partnerships, and post-merger integrations. As Chief Infrastructure Services Architect, I led architecture for the Managed Storage, Data Protection, and Virtualization product lines.

## EDUCATION

### Ursinus College

BS, Computer Science, 2003