

PATTI DAILY

Data Scientist | Data Analyst

dailypatti@aol.com | 615.852.7708 | <https://www.linkedin.com/in/pattidaily/>

Strong foundation in supply management, procurement strategic sourcing, and unequivocal strength in contract negotiations valued at nine figures. I have always been drawn to the data surrounding critical, strategic decisions. Through training in Data Science, I am uniquely positioned to deliver reasoned, actionable insights that combine analytical forecasting with real-world business acumen.

SKILLS

Python, R, Shiny, PostgreSQL languages, data/statistical analysis, procurement, supply/supplier management, risk mitigation, contract negotiations, RFx, category management, program implementation

EXPERIENCE

NASHVILLE SOFTWARE SCHOOL (NSS) | Nashville, TN | JUNE 2020 – PRESENT

Rigorous intensive involving instruction in software engineering, data engineering, and stats/math/analytics required to conduct “Big Data” analysis.

DATA SCIENCE APPRENTICE – PROJECTS. LANGUAGES IN ()

- Predicting Permeability: a Kaggle competition to build a supervised learning model to predict permeability, given geometric properties of a medium (**Python**)
- Graph theory of Medicare referrals in greater Nashville using 18GB of dataset (**Python, SQLite3, Neo4j**)
- Geospatial mapping of Nashville Covid violation complaints, clusters, and outbreaks for trend analysis (**Python**)
- Creation of an app facilitating data exploration of US Census, DOJ, and CDC data related to violence against U.S. Indigenous women (**R**)

SCHNEIDER ELECTRIC, Franklin, TN | AUG 2016 – FEB 2020

Schneider Electric is a French-based global specialist in the Energy sector, operating in over 100 countries with more than 135,000 employees worldwide.

REGIONAL CATEGORY MANAGER – AMERICAS | OCT 2017 - FEB 2020

Category management of Temp Labor, Security, Energy, Facilities, Construction, Real Estate for the Americas
Annual spend of ~\$215 million (North America) and ~\$20 million (South America)

Stakeholder groups: SVPs, VPs, Directors

- Vetted and negotiated the scope of work & business terms for a new contingent workforce Vendor Management System; organized a cross-functional committee and identified integrations leading to **end user efficiency of 25+%**
- Successfully negotiated the business terms and implemented a consortium wind power purchase agreement representing 55% of the Company’s Mexico energy consumption, driving **~\$1.8 million first year savings**
- Contracted & transitioned the 2nd generation Integrated Facilities Management program across 64 sites

REGIONAL CATEGORY MANAGER - NORTH AMERICA | AUG 2016 - SEPT 2017

Responsible for the strategic sourcing and spend management related to Human Resources and Professional Services, including Benefits Administration, Talent Acquisition, Relocation Services, Consultants, Temp labor, Engineering services for North America

Stakeholder groups: VPs, Directors

- Successfully negotiated **26% savings** on Talent Acquisition advertising services, candidate search and human capital software services
- Renegotiated a **sole source OEM** software for **\$750,000 savings** over 3 years through re-allocation of licensure
- Managed global RFP for outsource of **\$300 million + “tail” spend** and a **dataset of 24,000 suppliers**
- Transitioned legacy acquisition entities onto Company programs, driving **\$300,000 + in savings**

NATIONAL GEOGRAPHIC SOCIETY | Washington, DC | JAN 2014 – AUG 2016

One of the most recognized Brands in the world, NG has awarded 14,000 grants since 1890 to bring its mission to life through television, media and consumer-oriented assets.

DIRECTOR – GLOBAL SOURCING

This role started as a Sr Procurement Specialist and promoted to a Director. Managed strategic sourcing for spend categories including Human Resources, Marketing, Development, Facilities, Finance, Consumer Insights & Membership. Responsibilities included value engineering; scope of work development; RFx distribution; contract negotiation; supplier management; operational efficiencies and savings

Stakeholder Groups: Chief Executives, SVPs, VPs, Directors

- Collaborated with internal stakeholders to increase Nat Geo **website engagement and membership** through **RFPs and contracting** for integrated marketing management, caging & cashiering, social media content sharing platforms, social listening tools, email campaign and opt-out management
- Overhauled the Company's traditional purchase, contracting for, and tracking of 3rd party creative image/footage assets - royalty free and managed rights - achieving exponentially increased efficiencies, expanded rights and **41% cost savings**
- Negotiated to contract execution the Society's **new ERP** and managed the RFP, contract negotiations and implementation of new bank issuer for the **corporate credit card program**
- ERP utilized: Oracle – Peoplesoft

HILTON WORLDWIDE | McLean, VA | DEC 2003 - Nov 2012

Hilton Worldwide is a global hospitality company with over 18 Brands, 6,800 hotels and operates in 118 countries.

DIRECTOR OF PRODUCT INNOVATION | OCT 2010 - Nov 2012

Product/program development role involving strategy, consumer insight and market analysis.

- Researched, tested and **influenced Company leadership** on products and services that enhanced the guest experience or achieved efficiencies
- Concepted a food and beverage voucher for Hilton's elite loyalty members, resulting in **73% "Very Satisfied"** guest ratings while **increasing incremental revenue** to the Hotels (test results = \$1,000 avg/month/hotel)
- Researched and recommended strategy to Leadership on smoking-permitted guestrooms, demonstrating the lost revenue of just 1% non-smokers to range \$12 million - \$66 million, depending upon Brand
- Successfully managed the **re-branding and program implementation** of DoubleTree by Hilton, spearheading end-user communication, obsolete inventory depletion, supplier performance/problem resolution

PURCHASING AND SUPPLY MANAGER | DEC 2003 - JAN 2009

- Oversaw indirect spend categories for news media circulation, parcel freight, Marketing, HR services (global team member survey, background checks, training programs) **with documented savings of \$2.4 million**
- Spearheaded successful cross-functional sourcing initiatives for desktop widget, ad serving and tracking, online consumer sentiment tracking/analysis, online interactive gaming for internal learning management systems, search engine optimization agencies
- Headed the enterprise-wide print program, working directly with a paper mill to develop a high-end, recycled paper for the corporate-wide stationery program
- Implemented annual savings of **\$1.2 million**, an on-line order platform, and reduction in inventory commitments from 12 to 6 months

EDUCATION & CERTIFICATIONS

Data Science Bootcamp, Nashville Software School, expected graduation June 2021

Master of Science - Industrial Gerontology (Business & Aging), University of Southern California

CPSM (2008 - current)

Board of Directors, Institute for Supply Management-Northern Virginia 2012-2017