Jonathan Papir

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SUMMARY

Former math teacher and reporting analyst with eight years of experience communicating complex ideas to technical and non-technical audiences and 2-4 years using SQL, Python, R, Tableau, and Excel to analyze and visualize data. Skilled in developing stakeholder partnerships, translating their business requirements into novel solutions, and storytelling to present actionable insights. Currently enrolled in a rigorous master's program in analytics to sharpen my analytical and technical skills and learn new ones. Eager to leverage these talents and my unique teaching background in a data analytics role.

SKILLS

Languages: SQL (4 years): PostgreSQL, BigQuery; Python (4 years): Pandas, NumPy, Matplotlib, Scikit-Learn; R (2 years)
Tools: Microsoft Excel (4 years); Tableau (2 years); Salesforce; Jupyter Notebook; Git; Google Cloud Platform
Machine Learning: Regression; K-Nearest Neighbors; Classification and Regression Trees; K-Means Clustering
Other: Written and Oral Communication; Teaching; Exploratory Data Analysis; Data Cleaning; Data Visualization; Reporting

PROJECTS

- **E-Commerce Sales Analysis** | [full report / Tableau]: Loaded 108k transactions into Google BigQuery to surface insights on sales/product trends. Used Excel, SQL, and Tableau to identify two products with refund rates twice the 5% average, and loyalty customer orders are now ~$30 more, first surpassing regular customers in 2021. Proposed changes to stakeholders on expanding the loyalty program and improving the customer experience.

- **Health Insurance Marketing Analysis** | [full report / Tableau]: Built two self-service Tableau dashboards and wrote SQL queries to evaluate the impact of 12 health insurance ad campaigns on ~17k signups and ~50k patient claims. Offered stakeholders advice for future campaign budgets based on click-through rate, cost per click, and other metrics.

- **User Behavior Analysis** | [full report]: Utilized PostgreSQL to ingest and clean one year of user gaming data and Python (Pandas/NumPy/Matplotlib) to conduct a regional and seasonal analysis. Discovered Mexico comprises 78% of player activity but only 22% of users, and activity peaks between 4-6 pm in spring/summer and 6-8 pm in fall/winter. Provided recommendations to stakeholders for timing future ad campaigns and targeting specific demographics.

- **Generative AI Question Answering Tool** | [Medium Article]: Constructed an automated data pipeline in Python using Langchain to harness the power of large language models and answer technical product questions. The tool searches the web for source information, preprocesses the most relevant results, and returns answers with source materials.

EXPERIENCE

Fusion Academy
Math Teacher
Los Gatos, CA
September 2016 – August 2024

- Loaded 4.8 million rows from 4 years of classes spanning 80+ campuses into Google BigQuery. Wrote SQL queries identifying which campuses, courses, and families generate the most and least revenue.
- Developed, refined, and delivered thousands of presentations tailored to diverse audiences, and mentored five colleagues on presentation planning, design, and storytelling best practices for maximum impact.
- Led quarterly meetings to establish alignment across teaching teams and communicate progress toward student goals.

Underground Communication (UGC)
Reporting Analyst
San Jose, CA
September 2011 - September 2016

- Collaborated with the CEO to refine reports on response times, informational lead counts, and other KPIs to benchmark our service against competitors and inform market expansion decisions, contributing to 300% growth over five years.
- Developed two recurring Excel reports detailing the distribution of lead types across 30+ service regions and distributed them weekly and monthly to upper management and UGC's clients to help optimize resource allocation.
- Supported the sales team in marketing to new clients through ad hoc requests for informational leads segmented by type of damage, property value, geography, time of day, and other factors, leading to dozens of new client contracts.

EDUCATION

Georgia Institute of Technology
Master of Science, Analytics – Computational Data Analytics
Expected June 2026

San Jose State University
Bachelor of Science, Business Administration – International Business