**Robin C. Hoffpauir**

**Contact Information**

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**Summary**

Bilingual (English-native, Spanish-Advanced) with strong communication skills. Knowledge and experience implementing programming skills into daily responsibilities via software development, procedural automation or for data analysis. Created programs to increase production, cut costs, and forecast revenue to anticipate business and client needs.

**Experience**

ParlayKing LTD.

Co-Founder/ Lead Software Developer

08/2019 to Current

* Designed Python scripts to post and interact with social media, increasing followers and clicks by 45%
* Devised an intuitive prediction model that has now generated over $68,000 in revenue in first 6 months.
* Built and implemented process automation software, reducing project costs by over 60%.
* Constructed machine learning models to identify industry inefficiencies
* Conducted target market research to scope out industry competition and identify advantageous trends.
* Investigated and addressed business development challenges to proactively mitigate problems.
* Developed innovative sales and marketing strategies to facilitate business expansion.
* Created key operational initiatives to drive and maintain substantial business growth.
* Cultivated forward-thinking, inclusive, and performance-oriented business culture to lead industry in innovation and push progress.
* Constructed forecasting models to predict market trends, optimal pricing of goods and services and to identify emerging opportunities.

Bayou Bob's

General Manager

01/2011 - 08/2019

* Developed programming algorithm to cut costs by comparing human analysis to machine learning forecasting models.
* Used available data to evaluate suppliers by assessing quality, timeliness, and compliance of deliveries to maintain tight cost controls and maximize business operational efficiency.
* Reduced corporate risk by managing shrink processes and controlling inventory levels.
* Delivered business strategy and developed systems and procedures to improve operational quality and team efficiency
* Boosted productivity by consolidating material planning, data collecting, payroll and accounting programs into one main system.

**Education**

Bachelor of Science**,** Business Management,

Metropolitan State University of Denver

06/2013

**Skills**

* **Python**
* **Data Visualization**
* **Relational Databases**
* **Data Collection**
* **Data Parsing**
* **Python Modules**
* **MS Excel**
* **Regression**
* **Machine Learning**
* **GUI’s**

**Certifications**

* **Python3 Data Analysis\***
* **Python3 Data Visualization\***
* **Python3 Data Science\*, \*datacamp.com**
* **MS Excel Certified, LinkedIn Learn**