



# Patrick Chong

UWaterloo Statistics & Computer  
Science Alumni

TN-1 Visa Eligible

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## WORK EXPERIENCE

### Data Scientist

Candid [↗](#)

09/2021 - 01/2023

New York, USA

- Influenced Marketing & Inside Sales efforts by modeling customer profiles using **K-Means**.
- Improved Sales strategy and acquisition using indicators of high-producing accounts.
- Optimized Marketing spending by forecasting product volume leveraging **VAR**.
- Increased sales by partnering with a financing firm to alleviate practice pain points using **A/B testing**.
- Streamlined data model efficiency by 85% using **dbt** and enabled data democratization through **Sigma**.

### Data Scientist

PagerDuty [↗](#)

09/2019 - 12/2019

San Francisco, USA

- Increased customer acquisition by modeling high propensity accounts using **Cox survival analysis**.
- Influenced Sales strategy by building a rep scorecard to identify top-performing behaviour.
- Forecasted pipeline coverage & flow and projected bookings for Sales and Marketing executives.
- Equipped Sales managers with qualified leads, increasing reps' productivity and win rate.

### Data Scientist

CIBC Data Studio [↗](#)

09/2018 - 12/2018

Toronto, Canada

- Predicted performance of current and future startups with 70% F1-Score using **Naive Bayes classifier**.
- Successfully clustered and identified fraudulent and suspicious transaction behaviour using **K-Means**.
- Eliminated product bottlenecks using sentiment analysis and topic extraction via **GCP** and **TF-IDF**.



## ANALYTICS

Pandas

Scikit-learn

SQL

R

Sigma

Looker



## PROGRAMMING

Python

dbt

Snowflake

Fivetran

Git



## ON THE SIDE

NHL Predictor (09/2019 - 04/2020) [↗](#)

- Predicted winner of NHL game with 67% F1-Score.
- Published Medium article of project breakdown and analysis.
- Incorporated advanced statistics and betting websites' predictions.
- Implemented and optimized 6 classification algorithms.



## EDUCATION

**BMath; Major in Statistics, Minor in  
Computer Science**

University of Waterloo

09/2015 - 04/2020

• Experimental Design

• Algorithms

• Forecasting

• Databases