

Phil Salazar

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I have more than 4 years of technical experience leveraging data to grow businesses, including as a Vendor Manager at Amazon and as a Business Intelligence Data Analyst at GoodLeap, a financial technology firm. I recently completed a master's at Harvard, where I focused on quantitative economics and finance.

WORK EXPERIENCE

Grupago

Mexico City, Mexico • 09/2024 - Present

Fintech startup offering credit products to informal entrepreneurs in Latin America

Consultant • Contractor

- Leverage deep learning techniques to extract predictive features from unstructured data using Keras, Python, and SQL.
- Created machine learning pipeline, including a credit risk model using alternative data sources and machine learning algorithms.

Bankaya

Mexico City, Mexico • 05/2023 - 08/2023

Fintech startup offering BNPL financial products to bottom-of-the-pyramid customer base

Credit Risk Analyst • Internship

- Tech Stack: AWS, Airflow, dbt, Snowflake, SQL, Python, MLFlow
- Implemented new credit risk strategy for returning customers using AWS, Python, and SQL, improving overall credit margin by more than 300 bps.

Indigov

01/2022 - 08/2022

Data Engineer

- Created efficient Python scripts and ETL pipelines integrating data from external vendor API, ensuring high data quality and seamless data flow, accelerating client onboarding by 25%.
- Managed efficient execution of data pipelines and provisioning cloud resources using Prefect and Terraform, reducing overhead resources by 18%.

GoodLeap

11/2019 - 11/2021

Business Intelligence Data Analyst

- Tech stack: AWS, Python, Airflow, Delta Lake, Databricks, Spark, SQL, Cube.js, React
- Served as lead for Agile business intelligence team, delivering more than 95% of portfolio reporting and interactive functionality on time to diverse business stakeholders and C-suite executives.
- Gathered technical requirements from business stakeholders to develop over 40 complex SQL queries, define over 30 data tables, construct over 20 Python ETL pipelines and over 75 visualization dashboards.

Amazon

06/2017 - 09/2018

Retail Vendor Manager, Consumer Electronics

- Grew \$20M vendor portfolio by 23% year over year using SQL to analyze sales trends.
- Served as vendor lead time subject-matter expert, collaborating with supply chain analysts to reduce inventory lead time by 12%, resulting in over \$7M additional revenue.

EDUCATION

Master in Public Administration in International Development

Harvard University

08/2022 - 05/2024

Relevant Coursework: Advanced Statistics, Econometrics, Advanced Microeconomics, Advanced Macroeconomics, Managing and Innovating in Financial Services, Managerial Finance, Corporate Finance, MLOps, Deep Learning

Course Assistant: Advanced Microeconomic Analysis (Prof. Luis Armona, Prof. Jie Bai)

Research Assistant: Randomized Control Trial (RCT): Economic impact of trade fairs in Chile (Prof. Jie Bai)

Bachelor of Science in Engineering

Stanford University

08/2012 - 06/2016

SKILLS

Cloud Platforms & Infrastructure

- Airflow
- AWS
- Databricks
- Docker
- GCP
- Kubernetes
- Terraform

Machine Learning

- Deep Learning
- Keras
- Tensorflow

Programming

- Excel
- Git
- JavaScript
- NumPy
- Pandas
- Python
- R
- React
- scikit-learn
- Spark
- SQL
- Unix