Syracuse, NY 13210

Sam Edelstein
SamEdelstein.com
linkedin.com/in/samedelstein

Phone: 202-743-8536
Email: sam.i.edelstein@gmail.com

WORK EXPERIENCE

Insight Venture Partners, *Remote*
Senior Vice President, Data & AI (Promoted from VP, Data & Analytics)   September 2021 - Present

- Led the analytics team and grew the staff, including hiring managers, with a focus on supporting every department in the business in ensuring they have fresh, trusted data that helps answer their questions
- Served as a data evangelist for the organization, encouraging use of data and information for a variety of use cases, and brainstorming opportunities for more data use
- Implemented a modern data architecture with tools like Fivetran, Meltano, dbt, Snowflake, Airflow, and Looker
- Built a data governance team that ensures users know what data is available and when and where data is reliable
- Developed and implemented a vision of centralizing data from both internal and third-party data sources into a data lake through repeatable data ingestion processes using a variety of cloud-based tools
- Democratized data access across the firm through modern approaches to data modeling, training for how to use and understand data, and one-on-one help
- Developed a roadmap of data initiatives and managed the teams to implement projects, processes, and products that allowed for easy access to reliable source of data
- Developed and piloted the use of Generative AI applications throughout the firm
- Built a service model that meets the needs of our groups throughout the firm – Full-service to Self-Service, and across our data stack
- Through updated training and enablement processes, saw use of data models in dashboards increase use of greater than 200% week over week

BlueGranite, *Remote*   July 2020 - August 2021
Senior Consultant

- Manage project teams that successfully deliver cloud-based enterprise data and analytics solutions to a variety of different clients, working mainly in Azure and DataBricks.
- Define ELT logic and build queries using SQL to ingest raw data from a variety of sources, centralize it, transform and model it in a data warehouse, and build dashboards to tell a story about the information for a variety of clients.
- Provide technology leadership on projects including solution architecture and design of data warehouse and business intelligence platforms.
- Lead content development and strategy to provide data and technology solutions to state and local governments.
- Designed and deployed enterprise cloud solutions for ETL pipelines, data warehousing, data lakes and BI reporting.
- Certification: AI-900 Azure AI Fundamentals

City of Syracuse, *Syracuse, NY*   March 2016 - June 2020
Chief Data Officer

- Served as the City of Syracuse's first Chief Data Officer, responsible for advising two mayoral administrations about how to use data as an asset for making better operational decisions and policy.
- Built and led a multi-functional team of data engineers and analysts along with student interns with a variety of backgrounds that delivered data-driven projects to City departments.
- Led effort to explore, negotiate, and launch groundbreaking, cross-sector collaboration with government, academia, and private sector to enhance data-driven decision making in the organization for benefit of the community.
- Speak at industry conferences and write in a variety of outlets about best practices of using data to inform decisions in municipal government.
- Negotiate and supervise the sharing of data both internally to city departments and externally to the public.
- Wrote the City's first Open Data Policy and launched its first Open Data Portal, DataCuse, available at data.syrgov.net, using Python to extract, transform, and load the data onto the portal.

Analytics Coordinator, Office of Innovation "i-team"   May 2015 - March 2016

- As a member of the Bloomberg Philanthropies-funded Innovation Team, collected, cleaned, analyzed, and visualized data both spatially and graphically to recommend parts of the City most in need of infrastructure rehabilitation.
- Served as a catalyst for bold innovation and culture change, bringing together department and community leaders to tackle big, persistent challenges and using data and out-of-the-box thinking to deliver results for city residents.
- Built a data model designed to better apply maintenance to local streets in the City of Syracuse, which is now being used to determine where resources are spent when it comes to fixing roads in the city. This model, mentioned in the mayor's State of the City address, will extend the lifespan of city roads, ultimately saving the city millions of dollars.
- Developed a road closure notification map that allows the public to see where upcoming road closures will occur.
- Analyzed personnel usage data to recommend optimal staffing levels for different city departments.
- Managed the creation of and built the data framework in R for the City's Performance Management Dashboard reflecting Objectives and Key Results for the City, available at dashboards.syrgov.net.

- Built a snowplow tracker using Python to retrieve sensor data from the city's fleet, to clean it, and then to create an interactive map using Leaflet, ensuring quality control in truck deployment and allowing for near real time communication with residents.
- Managed the development of a risk model for water infrastructure that helps the Water, Public Works, and Engineering Departments plan their maintenance work based on where assets are most likely to fail.
- Worked with the Fire and Water Departments to collect fire hydrant data and built a model to predict water flow rates for all fire hydrants in the city, allowing the department to choose the best hydrant when responding to fires.
- Developed programs to automate collection of data from workers in the field, including counting the number of potholes filled, allowing the city to track performance and identify trends.
- Supervised the build out of a data warehouse that automates the data extraction from various sources, transforms and loads the data into a central repository, and allows departments to have easy access to information.
- Built and formalized partnerships with Syracuse University, local nonprofit organizations, and local and national corporations and philanthropy to increase resources on City projects, develop larger funding opportunities, and ensure City data is being used by groups who need it most.

Syracuse University, Syracuse, NY   August 2017 - May 2022
Adjunct Professor

- Courses taught: Data Driven Government, Data Visualization, Introduction to Data Science
- Develop and deliver data science lectures to graduate students at the Maxwell School for Citizenship and Public Affairs and the iSchool's Information Management and Advanced Analytics programs, making connections between technical data skills and their real world application.
- Teach students effective data visualization and how to build predictive analytic models to solve real-world challenges.

Syracuse University Office of Alumni Relations, *Syracuse, NY*
Assistant Director   July 2012 – May 2015
- Created models to analyze email effectiveness and made recommendations about how to better send emails, including through list segmentation and mobile-friendly design, resulting in higher open and click-through rates.
- Use alumni data to determine who is most likely to attend future events and what characteristics are common among different alumni segments, including donors and volunteers.
- Presented to senior staff on best practices for email metrics and post-event surveys which resulted in more strategic emails and increased information collected about alumni.
- Supervised employee responsible for, and resulting in, improved accuracy in database records.
- Managed potential vendors with IT and data solutions for alumni relations work and made recommendations for products worth pursuing based on the needs of the office.
- Developed and cultivated relationships with diverse groups of alumni nationwide, furthering long-term engagement.

ICF International, *Washington, DC*   June 2007 – June 2009
Research Assistant

- Developed a tool to match mentors and mentees based on their core competencies and career goals that resulted in mentoring relationships with positive feedback.
- Served as deputy project manager with the Bureau of Economic Analysis as a client, which included drafting project scope, coordinating with subject matter experts to ensure work could be done, and tracking budget expenditures.
- Designed surveys and wrote reports based on results that were delivered to functional managers at several federal agencies where recommendations for future project changes were adopted.

Other Experience

Cultural Tourism DC, *Syracuse, NY*   August 2011 – July 2012
Communications Associate – New Media

Ichung Middle School, *Songtan, South Korea*   October 2009 – October 2010
English Teacher

EDUCATION

Syracuse University, School of Information Studies, *Syracuse, NY*   August 2016
M.S. Information Management (GPA 3.84/4.0)
Certificate of Advanced Study, Data Science
Syracuse University, College of Arts and Sciences, *Syracuse, NY*   May 2007
Dual B.A. Economics, Policy Studies, Minor: Political Science (GPA 3.4/4.0 cum laude)

BOARD EXPERIENCE

Onondaga County Public Library, *Syracuse, NY*   August 2019 - Present
Secretary, Board of Trustees
Museum of Science and Technology, *Syracuse, NY*   January 2019 - Present
Program & Exhibit Chair, Board of Trustees
Lemoyne College Madden School of Business, Business Analytics, *Syracuse, NY*   December 2019 - Present
Member, Advisory Board