Sebastian Echeverri

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EDUCATION

University of Miami **Miami, FL US**
Bachelor of Science in Industrial Engineering August 2016 – May 2019

- Cumulative GPA 3.30/4.00

University of Miami **Miami, FL US**
Certificate course on Data Analytics and Machine Learning October 2019– March 2020

- Throughout this course I did multiple projects touching many areas of data Analytics such as machine learning, data cleaning and visualization, and automation.
- Extensively covered using Jupyter notebook and using python and many python libraries such as matpolotlib, pandas, numpy, splinter, and Scikit-learn. Applied this knowledge to homework and projects, which all of them are located on my github link posted above.

SKILLS

Programming Languages: Python, SQL, Mongo DB, R, HTML, Tableau, MS Project, Macros (Excel VBA), and JavaScript.

Areas of expertise: Optimization, problem solving with technology, operations research, linear regression, data cleaning, machine learning, modeling, and demand forecasting.

Language Skills: English(native), Spanish(fluent), and Portuguese(beginner)

RELEVANT EXPERIENCE

Excel (Electronics Distributor) **Cali, Colombia**
Industrial Engineer Intern – Supply Chain and Price Analyst May 2019 – July 2019

- Optimized the main warehouse processes by improving the layout focused on the receiving areas which had many deficiencies and adding barcodes to the products.
- Updated the KPI's for the warehouse operations to manage and capture. Updated KPI's such as inventory turnover, cost of carrying inventory, receiving efficiency, number of write downs, inventory accuracy, and workforce utilization.
- Analyzed the prices of their products and competitors by using csv files.
- Created a predictive model to forecast demand with an 85% accuracy rate. Previously the company had no such model in use.

Ryder (Transport) **Miami, FL US**
Capstone Project with University of Miami
Jan 2019 – May 2019

- Created a model to find the optimal holding period for their SAM 140s and SAM 170s rental trucks. First off, the data was received in excel and R was used to create a correlation matrix between all the different variables. The four variables with the highest correlation with cumulative margin were chosen to create a linear regression model to predict the cumulative margin at any given month. The linear regression model had an R squared value of 0.85 and a residual vs fits plot which was random making the linear regression model a good fit to predict the cumulative margin.
- An excel model was created which included the linear regression model plus previous data of the vehicles which should be tested to find the cumulative margin.
- To improve the model further we forecasted the demand for each quarter.
- Then a t-index was created for Ryder to predict which month the vehicle should be sold at, which may change overtime due to the performance of the truck. For this to be implemented correctly the t index should either be decreasing 3 months consecutively or a decrease of 20% when they sell it. This model demonstrated that Ryder had a tendency to hold onto their vehicles too long causing them to realize negative cashflow on their rental vehicles. On average our model sold their vehicles 11 months earlier than what was been done historically.
- Using this model, Ryder could realize a 1.6 million dollars yearly on their SAM 140s and SAM 170s rental trucks.

Terra Group (Real Estate and Development) **Miami, FL US**
Intern –Financial Modeling August 2018– May 2019

- Built financial models for future and potential projects.
- Built predictive models for future cashflows based on population growth, income per capita in the area, and current average cap rate.
- Using the model, I created they decided to take on a couple of projects one of them being their new co-living project in Coral Gables.
- Assisted the acquisition team and established good relationships with

Colombina (Global Food Company). **Miami, FL US**
Intern –Industrial Engineering May 2018– August 2018

- Collaborated with a 4- person team to start implementing new KPI's for a new line of product which will be tested in the Colombian Market.
- Our aim for the new KPI's were to optimize the efficiency of the new packaging and production area in their factories. Also, to for there be a daily update on how the production facilities have been performing to minimize long lasting issues in the production process. We implemented toolkits for crisis management such as digital bulletins to unify key messages to be addressed to the stakeholders.
- We also decided for Colombina to start using KPI's for logistic since they have received multiple complaints about delayed deliveries to their most important clients.