




Sebastian Morales

DATA SCIENTIST

 Tel-Aviv, IL
 smoralesarueste@gmail.com
 <https://smorales.info/>

 +972 58 693 0415
 <https://linkedin.com/in/smoralesarueste>
 <https://github.com/smoralesarueste>

Data Scientist with MSc. Operations Research. Experienced using Python and R for machine learning and statistical analysis. I enjoy using deep theory into meaningful real-life projects.

Work Experience

Data Scientist

- @ *easycancha* (easycancha.com) *Remote, Chile* *June 2021 – June 2022*
- Developed a recommendation system in Python for the ads, displaying up to 10K banners daily, achieving 2% CTR.
 - Created a clustering model in Python to better understand the consumption patterns of 450K+ users for the marketing strategy.
 - Designed and implemented metrics for quantitative tracking of the company's performance and segmentation of the users.
 - Automatization of dashboards using MySQL, R (ggplot2), Python (pyplot), Google Data Studio, AWS QuickSight.
 - Taught SQL for non-tech workers.

Data Scientist

- @ *University of Chile* *Santiago, Chile* *July 2019 – June 2021*
- Developed the computational tools for the School Admission System (Python, R), dealing with 500K+ students and 2M+ preferences.
 - In charge of monitoring, analyzing the results and KPIs, and presenting them to relevant stakeholders.
 - Counterpart for the Ministry of Education.
 - Part time Research Assistant, mainly focused on Game Theory, Statistics and Optimization.

Data Scientist

- @ *Unholster* (unholster.com) *Nunoa, Chile* *March 2018 – September 2018*
- Machine Learning techniques (linear and logistic regressions, time series forecasting using Python and R) for demographic and electoral analysis.
 - Data Visualization using R and Python for several private clients.

Skills

- **Code:** Python, R
- Machine Learning (Recommendation Systems, Time Series Forecasting, NLP)
- SQL, Git, Google Data Studio, AWS QuickSight
- Optimization, Statistical Analysis
- Data Visualization
- **Languages:** Spanish (native speaker), English (fluent), Hebrew (basic)

Education

- **BE. Industrial Engineering**, University of Chile
2012 - 2017, *Summa Cum Laude* (GPA 4.0)
- **MSc. Operations Research**, University of Chile
2018 - 2019, *Magna Cum Laude* (GPA 3.7)

Publications & Academic Distinctions

- Thraves C. & Morales S. (2021). [On the Resource Allocation for Political Campaigns](#), Production and Operations Management 30 (11), 4140-4159.
- Thraves C. & Morales S. (2022). [Parametric Estimation under Diffuse Observations: An Application on Election Polls](#), Social Science Research Network 4091020.
- **Bronze Medal**, National Math Olympiad, 2009.
- **Full Score**, Mathematics PSU (*Prueba de Seleccion Universitaria*, Chilean SAT), 2012.