# SEBASTIAN MORALES

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*DATA SCIENTIST WITH MSC. IN OPERATIONS RESEARCH. VERY QUANTITATIVE ORIENTED. EXPERIENCED USING PYTHON AND R FOR DATA ANALYSIS, MACHINE LEARNING AND DATA VISUALIZATION. RECENTLY MOVED TO TEL-AVIV, LOOKING FOR A DYNAMIC AND INNOVATIVE TEAM IN THE HI-TECH INDUSTRY. I ENJOY TO LEARN AND TEACH.*

## 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.

### Project Engineer

*@ 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
- MySQL, Git, Google Data Studio, AWS QuickSight
- Optimization, Statistical Analysis
- Machine Learning (Recommendation Systems, Time Series Forecasting, NLP)
- 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

- *On the Resource Allocation for Political Campaigns, June 2021.*
- *Pooling Polls and Parametric Estimation under Diffuse Observations,* Work in Progress.
- **Bronze Medal**, National Math Olympiad, 2009.
- **Full Score**, Mathematics PSU (*Prueba de Seleccion Universitaria*, Chilean SAT), 2012.