

# SOPHIA MARINOVA

Data Scientist

📍 Atlanta, GA, USA

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## EXPERIENCE

### Data & Analytics Consultant

Company D | 2019-2020 | Atlanta, GA

Collaborated with team and client stakeholders to document business requirements, analyze business data and system processes, and deliver data-driven solutions

- Developed statistical analysis and trend models of marketing campaign data to support research for market reach and network planning
- Automated the publication of a daily department-wide report using Tableau, SAS scripts, and stored procedures, eliminating manual input
- Presented analytical capability demo proposing a Python-coded mathematical model to inform product pricing optimization strategy
- Designed and developed playbook and supporting business documentation for professional services client interaction process

### Data Engineer

Company C | 2018-2019 | Centreville, AL

- Optimized complex PHP-embedded SQL queries run-time to digital product search pages with daily traffic in thousands
- Developed SQL scripts to analyze product database architecture, completed data normalization in MySQL
- Supported Android/iOS developers by mining data about clients and their customers to improve product & communication quality

## EDUCATION

### Industrial & Systems Engineering, Operations Research

Georgia Institute of Technology | August 2015 - May 2018 | Atlanta, GA

Bachelor of Science, Graduated with Highest Honors

Concentrations: Operations Research, Materials Science & Engineering

Study Abroad: Yonsei University Engineering College, Seoul, South Korea

## RESEARCH / PROJECTS

### Research Lead | Capstone Design: Project A

- Developed a ground-up, heuristics-driven Python algorithm to power an automated scheduling assignment tool
- Optimized the current system of major package delivery corporation, achieving over 60% improvement in KPIs and sustainability goals

### Research Assistant | Lab B

- Collected and organized experiment data, collaborated with team to perform statistical data analysis, literary review, and team presentations

### Research Assistant | Lab A

- Designed experiment to analyze the damage deformation of materials, conducted in-lab data collection, data cleaning and statistical analysis

## SKILLS

Programming

Python SQL SAS Java git

Databases

Teradata PostgreSQL MySQL AWS

Data Tools

pandas scipy numpy scrapy

scikit-learn TensorFlow matplotlib

Reporting Tools

Tableau MS Power BI Microstrategy

Industry Software

MS Office: Word, PowerPoint, Excel, Visio

MS Excel: Pivot Tables, VLOOKUP, VBA

Productivity: Atlassian JIRA, SharePoint

Coding: Jupyter Notebooks, Google Colab

## INDUSTRY EXPERTISE

Data Science, Applied Statistics, Machine Learning, Mathematical Modeling

Data Analytics, Statistical Analysis

Business Requirements, Business Reporting, Data Visualization

Process Mapping & Improvement, Automation

Tech Startup, Software Development

## CERTIFICATIONS

Tableau Desktop Specialist

Tableau Software | 2020

Dataiku Core Designer

Dataiku, Data Science Software | 2020

DataRobot Machine Learning

DataRobot, Inc., AI Platform | 2019