

PHIL SALAZAR

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SAN FRANCISCO, CA

DATA SCIENCE STUDENT

BUSINESS PROFESSIONAL LEVERAGING PRODUCT KNOWLEDGE

Young professional with working knowledge of data science seeking position in data analysis. Educational background in engineering with depth in human-centered design. Ex-Amazon professional with experience managing multiple competing businesses in fast-paced, lean environment.

EDUCATION

Galvanize Data Science Immersive Program

01/19 – 04/19

3-month, 700+ hour data science immersive training program covering core data science areas and skills including probability and statistics, databases, machine learning algorithms, and data visualization.

Main technologies used: Python, SQL, Pandas, Scikit-Learn, MongoDB, Spark.

Stanford University / B.S. Product Design

Class of 2016

Relevant Coursework: Programming Methodology, Programming Abstraction, Vector Calculus for Engineers, Ordinary Differential Equations for Engineers

PROFESSIONAL EXPERIENCE

Amazon.com Inc. / Seattle, WA

06/17 – 09/18

RETAIL VENDOR MANAGER I – PC DEVICES

03/18 – 09/18

Coordinated sales, marketing for strategic vendors totaling an CAD\$19.4M portfolio annually, oversaw over 23% revenue growth year over year.

- **Delivered over \$1.8M in promotion revenue** across marquee retail holidays, negotiating costs to remain profit-positive.
- **Introduced new sales reporting** of PC devices split by operating system (OS) to monitor OS share growth to several external stakeholders, enabling correction of assortment weaknesses leading to a 5.5% year over year revenue growth for strategic OS.

RETAIL VENDOR MANAGER I – CAMERA

06/17 – 03/18

Coordinated business operations, sales, and marketing for strategic Camera vendors totaling a \$16.0M portfolio annually, oversaw 9.2% revenue growth year over year.

- **Minimized product costs through negotiation** of 2% PCOGS reduction across head vendor assortment, a projected savings of over \$200K in FY 2018.
- **Expanded customer engagement** with bundle selection of top-grossing products, contributing toward a 97% year over year revenue growth for strategic vendor in Q4 2017.
- **Generated an additional \$2.8M in annual entitlement revenue** by recruiting new vendors to strategically fill price point gaps in growth subcategory selection.

SKILLS

Programming & Data Analysis

Python, Pandas, SciPy, Matlab, C++, Java

Database Management

SQL, Bash, Git, Unix/Linux