MATTHEW TERRIBILE

Raleigh, NC

mtterribile@gmail.com   919.622.7230   **linkedin.com/in/matthew-terribile-pmp**

EXCELLENCE-DRIVEN BUSINESS LEADER

Leverage New Insights | Improve Outcomes

Cross functional leader who uses data science, process analysis, business acumen, and project management expertise to drive organizational success.

– **Data Science**	– **Data Analysis**
– **Business Strategy**	– **Business Analysis**
– **Organization and Team Leadership**	– **Operations Improvement**
– **Machine Learning**	– **Global Project Management, PMP**
– **Python Programming**	– **Data Visualization**

PROFESSIONAL EXPERIENCE

Data Science Immersive Student, General Assembly, Washington DC   **June - September 2017**

Grew skills in 600+ hour program that equips professionals for Data Science and analytics careers. Engaged in collaborative projects and client work covering exploratory data analysis, statistics, machine learning, natural language processing, time series analysis, Bayesian analysis, big data, and data visualization.

- Analyzed performance data for the Student Conservation Association, joined with demographic and weather data, to determine key factors that correlate with successful program outcomes.

- Built hypotheses and engineered data features that resulted in class leading model in predicting disease spread.

- Inferred key contributors to job salaries based on web scraping, natural language processing, and machine learning.

IBM CORPORATION, Raleigh-Durham, NC

Senior Program and Operations Manager, Competitive Projects Office   **2014 – Aug 2017**
Managed operations for 140-person organization, including $25M budget, performance metrics, staffing, and communications. Managed dissemination of research to marketing, sales, and clients.

- Streamlined operations, including data sharing, communications, and report creation. Saved an FTE while providing more timely and actionable information within the organization and to stakeholders.

- Analyzed all details of the organization's budget, improving forecast accuracy and identifying opportunities for potential savings.

- Evangelized Analytics and Cognitive Computing competitive research via blogs, videos, and presentations. Results were viewed by thousands of sales, marketing, and product management professionals and incorporated into marketing campaigns.

- Organized customer events globally that generated $58M of sales leads.

IBM CORPORATION (Continued)

Business Unit Executive, Sales Productivity, Projects & Technology, Digital Sales   **2009 – 2014**
Led 35-person organization responsible for ecommerce, sales processes, software applications, infrastructure, and project management.

- Analyzed client needs, specified program requirements, and deployed social media and web solutions to increase client satisfaction and grow revenue by $42M.

- Implemented $15M in seller productivity improvements through streamlined processes, education, and moving routine tasks to support teams.

- Removed 1/3 of organization's cost by identifying and sunsetting infrastructure, tools, and processes that no longer provided substantial value.

Manager, Requirements, Operations, and Application Deployment, ibm.com   **2005 – 2009**
Managed 12-person team responsible for maintaining and improving internal and external websites, and boarding customers to electronic commerce.

- Managed project portfolio that increased ecommerce revenue 25% year to year over multiple years.

- Performed business analysis and wrote detailed development requirements to meet customer needs for personalized web commerce.

- Coordinated SW deployments that improved web user experience, consolidated infrastructure, and speeded product fulfillment.

Previous roles include Project Management, Vendor Management, Product Development, Electronic Design Automation, and Software Support

EDUCATION

- **Data Science Immersive (600 hrs),** General Assembly, Washington, DC
- **Master of Business Administration (MBA)**, University of North Carolina, Chapel Hill, NC
- **Master of Science (MS)**, Industrial Engineering, North Carolina State University, Raleigh, NC
- **Bachelor of Science (BS)**, Electrical Engineering, Rensselaer Polytechnic Institute, Troy, NY

PROFESSIONAL DEVELOPMENT

- PMI certified Project Management Professional
- Smarter Cities Challenge – Consultant in 3-week study on data-driven solutions for alleviating homelessness in metro Denver, 2016
- Bold Leadership Development – Organized design thinking challenge for management training, 2016
- Agile project management seminars, 2016 - 17