# THOMAS COURTNEY

**Pricing Analyst at Booz Allen Hamilton**

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## WORK EXPERIENCE

### Pricing Analyst

**Booz Allen Hamilton**

📅 Mar. 2020 – Present    📍 Washington DC Metro Area

- Develops competitive pricing through research and data manipulation while holding compliance standards for Booz Allen's JCC account
- Works in an agile team to drives pricing strategies, mitigate risk through research and manipulate of pricing data to win over 10 million dollars in proposal value each months for client teams

### Data Analyst

**Booz Allen Hamilton**

📅 Aug. 2019 – Feb. 2020    📍 Norfolk, Virginia

- Drives decisions and answers questions through data manipulation. Utilizes technical expertise to deliver success to internal and external stakeholders
- Created tools for clients using technical background, used marketing background to design and communicate technical jargon to senior leaders

### Data Analytics Extern

**Ferguson Enterprises**

📅 Spring 2019    📍 Newport News, Virginia

- Performed role of project manager who lead data analysis effort for two other team members to correctly calculate and present data to non-technical audience
- Constructed and manipulated over one million data points using Python, SQL, Access, Excel and Tableau to find and report predictive findings on pricing and leasing strategy for their showrooms

### Summer Games Intern

**Booz Allen Hamilton**

📅 Summer 2018    📍 Norfolk, Virginia

- Engaged in a team to create new virtual reality training tool using data collection and manipulation
- Researched, developed and deployed throughout varying levels of the project including market research, ROI calculation, and data analytics. Communicated to senior leadership and presented data and findings through oral, written and graphical forms

### Assistant Camp Director

**Riverbrook Regional YMCA**

📅 Summer 2016, 2017, 2019    📍 Wilton, Connecticut

- Lead a team of 25 Counselors in 2016 and 2017; developed change management and process learning in over 80 Counselors in Training in 2019
- Conducted interviews, training, and performance reviews to increase performance in staff
- Spoke in front of 500 people everyday, taught effective success strategies weekly to staff members and Counselors in Training

## EDUCATION

### The College of William and Mary, Mason School of Business

**MS Business Analytics**

📅 Estimated Completion August 2021

### Christopher Newport University, Luter School of Business

**BSBA Marketing, BSBA Management**

📅 May of 2019

*Cum Laude, Chi Alpha Sigma, Luter School of Business Leadership Award, Capital Athletic Conference All Academic Team 2015-2019*

## PROJECTS

**Mitigation Tool; Booz Allen - Fall of 2019**

- Developed UX tool to increase efficiency for military officers
- Integrated machine learning python model into excel interface through VBA
- Used technical and oral communication to explain technical jargon to client leadership

**Black-Hat; Booz Allen - Fall of 2019**

- Determined strategy to better price proposals, communicate in proposals, and retain current work
- Lead data modeling and development for transition from Excel to Power BI and R
- Read through unsuccessful debrief letters from clients to find patterns in strengths and weaknesses

**VEST; Booz Allen - Summer of 2018**

- Developed a virtual reality training tool in Unity software to teach individuals of what to do in a fire
- Determined pricing strategy for VEST using FAR principles
- Competed against 80 other teams and presented to senior leaders. Less then 5 percent of individuals that apply receive an offer from the firm

## SKILLS

Programming Languages: R, VBA, Python, SQL

Data Visualization Tools: Tableau, PowerBI

Communication Platforms: Microsoft Suite, Photoshop, IMovie, Canva, Unity

Essential Skills: Oral Communications, Agile Project Management, Change Management