

# TREVOR K. LINDSAY

San Francisco, CA | (770) 625-0752 | trevor.lindsay@yahoo.com  
trevorlindsay.github.io | github.com/trevorlindsay | linkedin.com/in/trevorlindsay

## TECHNICAL SKILLS

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**LANGUAGES:** Python, Java, C++, SQL, STATA  
**TOOLS:** TensorFlow, Apache Spark MLlib, PyData (Pandas, Numpy, etc.)  
**TECHNIQUES:** Neural networks, logistic regression, random forests, SVM, NLP, clustering

## PROJECT EXPERIENCE

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### Trends in Earnings Conference Calls

- Wrote a spider to scrape tens of thousands of earnings conference call transcripts from the Internet
- Built a search engine that can search the transcripts and visualize the usage of phrases over time

### Recurrent Neural Network for Commodity Futures Contracts

- Built a recurrent neural net with long short-term memory that predicts price movements of commodity futures contracts
- Researched and implemented novel architectures, optimizers and techniques to achieve better performance

## PROFESSIONAL EXPERIENCE

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### Machine Zone, Inc.

Palo Alto, CA

*Data Scientist – Monetization*

Dec 2015 - Present

- Driving monetization strategy for the world's largest and most successful massively multiplayer online mobile games
- Building a prototype machine learning system to manage and optimize in-app purchases
- Built a simulation model to identify pain points in new user conversion and retention; output of model led to actions that reversed a declining trend in new user conversion rates

### Startup.ML

Berkeley, CA

*Machine Learning Fellow*

Apr 2016 – Aug 2016

- 4-month fellowship building machine learning systems in Python and working with start-ups to solve interesting problems
- Youngest fellow in the program

### SunTrust Robinson Humphrey

San Francisco, CA

*Investment Banking Analyst – Technology, Media and Telecommunications*

Jan 2015 – Dec 2015

- Supported senior bankers in the execution of public and private capital raises, mergers and acquisitions transactions and strategic advisory assignments with a focus on technology companies
- Built numerous financial models including merger models, cash flow models, LBOs and accretion/dilution models

### Federal Reserve Bank of Atlanta

Atlanta, GA

*Economic Research Intern – Research Division*

Spring 2014

- Extracted common themes from interviews with regional business leaders to build a grassroots view of the economy
- Published a post about innovation and business activity in Atlanta on the bank's SouthPoint blog

### CBRE Hotels

Atlanta, GA

*Intern – Hospitality Research Division*

Summer 2013

- Increased the accuracy of the firm's forecasting models 2-3 percentage points by integrating special event data into the model
- Built and shipped a cluster analysis tool that groups comparable hotels based on location, amenities and price;

## EDUCATION

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### Georgia Institute of Technology

Atlanta, GA

*Master of Science in Computer Science*

Expected May 2018

- Specializing in Interactive Intelligence
- Online program designed to work around full-time employment

### Georgia Institute of Technology

Atlanta, GA

*Bachelor of Science in Economics, with Honors*

December 2014

- **Senior Honors Thesis:** *Merger Enforcement and Innovation in High-Tech Markets: A Legal and Economic Overview*
- **Cumulative GPA:** 3.25 / 4.00 | **Major GPA:** 3.50 / 4.00
- **Achievements:** Graduated in 2 ½ years; Recipient of the National Achievement Scholarship and Carson Scholarship
- **Activities:** VP of Finance, Student Government; Executive Board, Tour Guides; Alpha Sigma Phi; Omicron Delta Epsilon
- **Coursework:** Differential equations, probability, linear and discrete math, object-oriented programming, game theory, econometrics