William VanBuskirk

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AI-native data product builder: signal to decision, fast.

Key Skills

- **Engineering & Manufacturing**: Make vs. Buy, OEE Analytics, Manufacturing Traceability, Root Cause
- **Data Science & ML**: Python, SQL, sk-learn, exploratory data analysis
- **Pipelines & Data Ops**: Databricks, Kedro, ELT/ETL, data validation
- **Factory Systems**: MQTT, OPC-UA, Node-RED, PLC/SCADA, Tulip integration
- **AI/LLM Workflows**: retrieval/embeddings, frontline operations use cases, etc.

Experience

Tulip Interfaces — Alliances Lead
2024 - Present
- Scaled AWS-generated sales motion to $2M+ ARR
  (Alongside managing Azure, PwC, Deloitte, and other alliances)
- Delivered integration guides for partners and alliances to scale co-sell motion
- Supported $MM+ partner-generated pipeline across alliances and channel partners

Tulip Interfaces — Marketplace Lead (Library)
2023 – 2024
- Scaled partner ecosystem **0 → 20 partners**; standardized onboarding; drove **40+ partner integrations**.
- Built **Tulip Library Apps (12 factory-ready examples)** accelerating adoption and usage
- Shipped **V0 data pipelines** for shop-floor apps for customers (Databricks, Snowflake, etc.) to adopt
- Delivered Composable MES (Templated MES apps) used globally by 100+ customers

PwC, Digital Operations (Product Development & Manufacturing) — Senior Manager
2022 - 2023
- **EV OEM**: Led 12-person team on material flow transformation; improved inventory accuracy **52% → 89%** via PLC → Snowflake → Tableau SPC workflows.
- **Defense Prime**: Designed & implemented Smart Factory PoC; delivered **$17M cost-reduction** business case. Built streaming CNC/PLC pipelines enabling same-day RCA on prototype runs.

PwC — Manager / Senior Associate / Associate
2017 – 2022
- **Diversified Manufacturer**: Delivered continuous improvement platform built from custom Azure stack to accelerate root cause corrective action loop by **~30%**.
- **Consumer Goods OEM**: Supply control tower (30 suppliers) protected **~1M PCBAs** during shortage.
- **Navy Supplier**: Make-vs-buy ML segmentation identified **$13M cost gap → ~$6M savings**.
- **Power Tools OEM**: Labor analytics platform improved **OEE by 15%** and unlocked **>$2M** savings.

Education

- **Kellogg School of Management, Northwestern University** — MBA
- **Purdue University** — BS Mechanical Engineering (GPA **3.99**)
- **Peking University** — Chinese Language Certificate (HSK4)