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| EXPERIENCEConsumer Finance SaaSFebruary 2018 - Present, New York NY*Lead Data Scientist*  * Lead a team of 2 data scientists and 1 data engineer in developing marketing mix models that have led to an ROI improvement of 25% on digital marketing spend over the last six months * Worked with the product and marketing teams to identify which customer interactions during their free trial maximize the likelihood of conversions resulting in a conversion rate increase of 14%  EdTech CompanyJanuary 2015 - February 2018, New York NY*Senior Data Scientist*  * Worked closely with the product team to build a production recommendation engine in Python that improves the average time on page for users and resulted in $325k in incremental annual revenue * Built a customer attrition random forest model that improved monthly retention by 10 basis points for customers who were likely to attrit by servicing relevant product features for them  Insurance CompanyApril 2012 - January 2015, Washington DC*Data Scientist*  * Using various clustering techniques in Python I identified groups of states where our national underwriting models were underperforming and made improvements to increase their profitability by 5%  *Data Analyst*  * Identified procedural areas of improvement through customer data to help improve the profitability of a nationwide retention program by 7% * Using Python, SQL, and Excel I developed and owned the reporting for a nationwide retention program, saving ~100 hours of labor each month | SKILLS  * Python (NumPy, Pandas, Scikit-learn, Keras, Flask) * *8 years* * SQL (Redshift, MySQL, Postgres, NoSQL) * *8 years*   Git  *5 years*  Leadership Experience  *2 years*  Recommendation Engines Customer Segmentation Propensity Modeling Productionizing Models  *6 years* EDUCATIONUniversity of Pittsburgh*B.S. in Mathematics and Economics*September 2008 - April 2012Pittsburgh PA |