

WILLIAM SOLOMON

Technology | Data | Design | github.com/whs2k/cv

Seattle Washington

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WORK EXPERIENCE

- 2018 - Present **Senior Risk Manager**
AMAZON Seattle WA
• Reduced the world wide counterfeit compliant rate from 62 ppm to 8.9 ppm
• Reduced lost revenue from product quality complaints as a % of sales from -279 bps (\$6.9B) to -249 bps
- 2017 - 2018 **Data Scientist**
US PATENT OFFICE Alexandria, VA
• ML predictive modeling, visualization, reporting, and prototyping for 100+ TBs of Data
• First Big Data Deployment in the US GOV History
- 2016 - 2017 **Design Strategist Intern**
Johns Hopkins APPLIED PHYSICS LAB
Laurel, MD
• Supported ambiguously-defined design projects
- 2009 - 2016 **Consultant and Professional Services Manager**
QUAKE GLOBAL San Diego, CA
• Clients included: Morgan Stanley, Bridgewater, DOS, DLA, & [US Navy](#), [Caterpillar](#), Bobcat, John Deere, Total S.A.S, [Mayo Clinic](#), Cerner, Medtronic, CareFusion, J&J, Lexus, [Vail Resorts](#), and [Nissan](#)
- 2011 - 2013 **Special Project: Program Manager**
AIRBUS S.A.S Toulouse, France
• Scoped, managed and deployed 25+ IoT projects
• 100+ technology demos and education sessions
• Negotiated five contract extensions (€ 1M total)

EDUCATION

- 2015 - 2017 **Masters of Business Administration**
THE JOHNS HOPKINS UNIVERSITY
Concentrations: Finance, Risk Management, and IS
- 2015 - 2017 **Masters of Design Leadership**
MARYLAND INSTITUTE COLLEGE OF ART
- 2016 - 2017 **International Development Coursework**
SAIS (School of Advanced International Studies)
- 2005 - 2009 **Bachelor of Science: Mechanical Engineering**
THE UNIVERSITY OF VIRGINIA

SKILLS

Tactical

Strategic Planning, Goal Setting, Simulation, Policy Analysis, Procurement, Data Analytics, Marketing, P&L, Contract Negotiation, Technical Writing, EA Frameworks (Zachman, CMMI, & IDEF), and Business Intelligence

Design

User Research, UI / UX, rapid prototyping (wireframes and Invision), Solidworks, Rhino, Adobe Suite, Microsoft Office Suite, and Fabrication (Laser Cutting, 3D Printing, CNC, etc.)

Programming

[Python](#), SQL, Spark, MoHadoop, Hive, ElasticSearch, Linux, Git, R, Mongo, HTML, Tableau, & Music Production (Ableton and Logic)

Languages

Advanced French

INTERESTS

Creations and Contributions

Investing: stockfries.com

ML CV Fun: dogifai.com

Alexa Skill: [Slow French News](https://slowfrenchnews.com)

CT Research: tomography3d.com

Manager: [LinkedIn AI Group](#)

Writer: [Medium](#) & [personal blog](#)

AWARDS & CERTS

CompTIA Certified RF Engineer
4,500+ PM Hours (PMP Qualified)
Secret Clearance (In Progress)