

# WILLIAM SOLOMON

Technology | Data | Design | [whs2k.github.io/cv/](https://whs2k.github.io/cv/)

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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](https://stockfries.com)

ML CV Fun: [dogifai.com](https://dogifai.com)

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

CT Research: [tomography3d.com](https://tomography3d.com)

Manager: [LinkedIn AI Group](#)

Writer: [Medium](#)

## AWARDS & CERTS

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