ZACHARY J. STERN

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PROFESSIONAL PROFILE

MBA Graduate and Project Management professional with over 15 years of management experience. Seeking to leverage strong analytical skills and management experience to switch careers and move toward data analytics and consulting.

COMPUTER SKILLS

Python (Pandas, numpy, scikit learn) Palisade Decision Tools Suite, XLMINER, Adobe Creative Suite.

RELEVANT EXPERIENCE

- General Assembly Data Science Immersive.
- Presented analysis performed on 500,000 Amazon reviews using AWS tools (Pig, Spark, Hive).
- Analyzed a data set of Montgomery County Traffic Violations containing over one million lines of data and used machine learning algorithms to create predictive models.
- Visualized and mapped data from the Montgomery County Traffic Violations data set using R(ggplot) and Tableau.
- Investigated the correlation between opioid addiction at the county level to presidential voting preference.

PROFESSIONAL EXPERIENCE

General Assembly, Washington, DC
Data Science Immersive Student   **2018-2019**

- Developed skills in data mining, web-scraping, data cleaning, machine learning, data analysis, data visualization, and more while completed projects utilizing data skillset
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Manganaro Midatlantic, LLC. , Beltsville, MD
Sr. Estimator/Project Manager   **2012-2018**

- Project manager for a $2.6M mission critical restoration project at a governmental agency campus involving extensive protection of existing electrical systems in place.
- Present detailed cost analyses data to the Director of Preconstruction and the President for all masonry, concrete and building envelope restoration projects.
- Gather and analyze unit price cost data across the restoration industry.
- Review and analyze costs from completed projects to understand the variances in production and labor inputs.
- Conceived, wrote and produced the company's first ever promotional video highlighting our work on a high-profile project. (Watergate West Restoration Video)
- Collaborate with computer programmers to develop and implement changes to the company's database estimating software.
- Negotiation of prime contracts and change orders with our clients including municipalities, Federal government agencies, general and sub-contractors.
- Draft and submit letters detailing the scope and price of bids to various private and public clients.
- Present to clients our specific technical project approach, construction schedule and detailed analysis of project specific critical activities including potential property use impacts through the use of PowerPoint presentations, bound booklets and other visual aids.
- Create and present an educational curriculum to new Project Engineers to inform them of various technical aspects of concrete and masonry restoration.
- Participate in client and business development activities as organized by the Manager of Business

Development for concrete and masonry restoration.
- Train new college graduates in understanding the process of creating cost estimates and analyzing cost drivers.
- Directly supervise the document production staff which maintains, updates and prints blueprints and contract documents for the company

Applied Restoration Incorporated, Lemon Grove, CA
Operations Director and Business Development Manager 2009-2012
- Contracted and managed the firm's first ever design-build contract.
- Development of detailed technical proposals resulting in several "best value" winning bids resulting in over $1M in revenue.
- Managed all field construction activities for Southern California, Nevada and Arizona.
- Supervised, hired and reviewed, project managers, field superintendent and safety directors.
- Oversee the implementation of our IT infrastructure and managed our IT providers.
- Research means and methods for improving our construction bidding practices and estimation programs.
- Successfully argued a claim against the San Diego City College District for delays and damages netting an additional 15% to the contract.
- Led the company in implementing programs and methods to move to an all-digital workflow for working with blueprints.
- Implemented a construction document tracking system where previously there was none.
- Filled any necessary roles in the company in marketing and branding including developing websites, brochures, print ads and designing a new logo.

Estimator/Project Manager 2004-2009
- Estimated, contracted and managed several projects worth more than $1M each.
- Led the estimating team with the highest gross sales for two consecutive years (over $1.5MM each year).

Manganaro Corporation, Beltsville, MD
Project Engineer 2001-2003
- Manage extensive RFI/Change order database for multimillion-dollar construction projects at Georgetown University, INOVA Heart Institute and American Red Cross Center.

EDUCATION
General Assembly, Washington, DC
Data Science Immersive program

University of Maryland, College Park, Maryland
Master of Business Administration– December 2017
Concentration in Data Analytics
- GPA: 3.7 overall / 4.0 in concentration
- Relevant coursework: Data Models & Decisions, Data Mining, Big Data, IT Strategy, Systems and Design Thinking

Cornell University, Ithaca, New York
Bachelor of Science**,** Design + Environmental Analysis
Member: Cornell University Varsity Football, Sphinx Head Honor Society, Delta Upsilon fraternity

CERTIFICATIONS
Microsoft Essential Statistics for Data Analysis using Excel, Microsoft Analyzing and Visualizing Data with Excel