

SKILLS

LANGUAGES & TOOLS: Python, Bash (Git/Linux), Database (PostgreSQL/SQLite/NoSQL), HTML (Bootstrap), Tableau, Cloud Computing (GCP, Linode), Web Serving (Apache/Nginx/Gunicorn), Distributed File Systems (DFS) (Spark/Dask), Object-Oriented Programming, MS Excel/VBA

MACHINE LEARNING + DATA SCIENCE: Regression, Natural Language Processing (NLP), Data Visualization, Classifiers, Decision Trees, Gradient Boosting (XGBoost), Regularization (Ridge/Lasso), Neural Networks/ Deep Learning (CNN/RNN/LSTM), K-Fold Cross Validation, Hyperparameter Tuning, Bayes, TF/IDF Vectorization, K-Nearest Neighbors (KNN), K-Means, Non-Negative Matrix Factorization (NMF), Ensembling (Random Forest)

PYTHON LIBRARIES: pandas & NumPy, TensorFlow (Keras), scikit-learn, StatsModels, Flask/Django/Plotly, Web-scraping (BeautifulSoup & Selenium), Multiprocessing, Tweepy & Twint (Twitter APIs), Word2Vec, SpaCy, NLTK, SQLAlchemy/psycopg2, matplotlib, pyspark & koalas, matplotlib

BUSINESS SKILLS: Clearly communicating complex systems & concepts, Effective communication with stakeholders, Establishing & maintaining relationships, Leading teams, Revenue forecasting, Managing deadlines, Collaboration with peers, Goal setting

EXPERIENCE

Metis Jan. 2021 to Mar. 2021
Data Scientist Online/Zoom

- Completed rigorous 12-week (full-time) Data Science bootcamp with an emphasis on AI & machine learning in Python.
- Employed newly acquired skills throughout five intensive projects & met all deadlines. Refer to Projects section for details.

Marriott International July 2016 to Dec. 2020
Senior Revenue Manager (May 2019 - December 2020) Grapevine, TX

Served as Revenue Manager for Marriott International and its subsidiaries.

- Led room inventory management & pricing for 1,814-room convention center hotel, acting as a liaison between various departments (Sales, Events, Front Office).
- Achieved 4.1% room revenue growth in a down market, increasing market share by 6.7% as a result of aggressive, data-driven pricing & overselling procedures.

St. Regis Deer Valley (August 2017 - May 2019) Park City, UT

- Hired as Revenue Manager II, promptly promoted to Revenue Manager I after new strategies resulted in 17% growth (\$3M+) in room sales during the worst snow season in decades.
- Oversaw hotel's reservations & group housing departments, as well as the Reservations Manager.
- Improved & maintained interdepartmental relationships via clear & positive communication & rewarding strong results.

Gaylord Texan (July 2016 - August 2017) Grapevine, TX

- Competed against hundreds of applicants to become the only Revenue Management Voyager (class of 2016) with Marriott International's 'Voyage' leadership program for college graduates.
- Led function space approval process for sales opportunity, quoted rates & Food & Beverage minimums for over \$2M in actualized group revenue.

Michigan State University May 2014 to May 2016
Undergraduate Teaching Assistant (Computer Science & Engineering) East Lansing, MI

- Taught advanced MS Excel & MS Access database for College of Engineering course, received high instructor ratings & discovered competency in computer science & analysis.

PROJECTS

Hotel Revenue Management System (from scratch)

Converted lists of reservations from anonymized hotels into a comprehensive hotel rate recommender system that could be used by Revenue Managers to price hotel rooms more competitively. Incorporates several different models into a user interface.

Categorizing 2020 Presidential Election Tweets

Used TF/IDF vectorization & NMF topic modeling to cluster Tweets into categories & investigate the impact of Twitter Bots on the 2020 U.S. Presidential Election's Political Discourse on Twitter.

Predicting Instacart Reorders

Used machine learning to identify which items should be highlighted to the user in Instacart's 'Buy it Again' feature. Created a model that would result in a larger increase in sales for Instacart than the top-ranked Kaggle competition submissions in 2018.

Predicting NFL Game Margins

Predicted the outcome (margin of victory/defeat) of future NFL games using Linear Regression (alongside Ridge & Lasso regularization techniques). Learned to use scikit-learn & StatsModels to train, implement & evaluate machine learning models in Python.

Creating personal website from scratch

Built fully operational website from scratch as an exercise to learn Flask & how to create web applications. The website is hosted on a Linode VM in the cloud with Nginx & Gunicorn. It uses Postgres to store blog posts & encrypted user login data, & features a basic NLP module.

EDUCATION

Google IT Automation with Python · Apr. 2020 to Sept. 2020

Gained key foundational understanding of Python, Git/GitHub, & Linux OS. Program was initially created by Google to train their new IT hires.

The School of Hospitality Business | Michigan State University

Bachelor of Science Hospitality Business 2016