ANDREW SMITH

Metis · New York, NY
Data Scientist
January 2021 to March 2021

- Completed a deliverable based, immersive bootcamp with a focus on python programming, statistical models, data visualization, and machine learning techniques
- Built predictive models using machine learning and regression to develop strategies for various domains including home price prediction, marketing user segmentation, and song success prediction
- Used natural language processing to determine key topics, sentiment and structural patterns across text formats

Selected Work:

- **Predicting the next hit TikTok Song:** Built and optimized multiple classification models to predict whether a song would be successful on TikTok. Collected data through webscraping and the SpotifyAPI. Strong use case for creators, artists, and record labels. Created a web application for song recommendations.
- **Inaugural Address Topics:** Evaluated the presidential inaugural addresses using unsupervised learning methods and topic modelling. Successfully analyzed 14 key topics and clustered presidents.
- **Predicting Cross-Selling:** Built an optimized multiple classification models (i.e. logistic regression, random forest, XGBoost) to predict whether an existing health insurance customer would be cross-sold car insurance.
- **Predicting Vermont Home Prices:** Built and optimized linear regression models to predict the listing price of Vermont homes. Scraped data for 700+ homes on Zillow.
- **Non-Profit Street Team Placement:** Analyzed MTA turnstile and NOAA weather data to recommend optimal location and times for a non-profit to deploy team members. Wrote a function to download turnstile data over any time period from the MTA and obtained weather data from the NOAA API.

Aquiline Capital Partners · New York, NY
Software Private Equity Analyst
July 2019 to September 2020

- Constructed dynamic leveraged buyout models and comparable analysis to determine an offer price given return thresholds
- Led and prepared analysis for diligence sessions with executives and bankers on financial and market due diligence; key analyses included: cohort analysis, customer retention, lifetime value, customer-acquisition costs
- Engaged with lead executives to source new investment opportunities following firm-wide themes and personal investment theses vetted by the firm
- Managed reporting to Aquiline's portfolio review committee and served as a board observer at ClearCourse, an integrated payments software roll-up, and Woven, a tech enabled contact center

Selected Work:

- **Operational Roadmap:** Created a detailed financial model for a portfolio company including projected operational improvements, potential synergies, and M&A to provide a roadmap to a successful exit and inform management strategic decision making
- **Acquisition Modelling:** Worked closely with the Head of M&A and CFO of Woven, an Aquiline portfolio company, to analyze and create proforma projections of M&A opportunities to inform acquisition strategy

BeachIt · Middletown, NJ
CEO / Founder
March 2018 to July 2019

- Created and launched the Airbnb / SpotHero of beach parking
- Managed concept-to-launch of a beach parking rental software application, including design and web development
- Raised $15K in angel investments for Summer 2018 & 2019 launch and leading a cross-functional team of 9
- Selected to the Vermont Center for Emerging Technologies accelerator
- Winner of the Middlebury Business Pitch Competition & runner up at the Vermont Collegiate Pitch Competition

CONTACT

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EDUCATION

Middlebury College
BA Economics 2019
Phi Beta Kappa

SKILLS

Languages + Libraries
Python
SQL
Scikit-learn
NTLK
pandas
BeautifulSoup
Selenium
Keras

Machine Learning
Classification
Clustering/Unsupervised Learning
Dimensionality reduction
Natural language processing
Regression
Web scraping
Neural Networks

Visualization
Tableau
Excel
seaborn
Streamlit

Other Skills
Financial Modelling
Valuation

AWARDS

Christian A. Johnson Prize
Highest Economics GPA in graduating class