Sean Malone   858.527.9777 | seanmalone.dev | seanmalone3@gmail.com | Raleigh, NC

Education

M.S., Analytics	Georgia Institute of Technology
B.S., Financial Mathematics and Statistics	University of California, Santa Barbara

Experience

Manager, Data Science and Analytics | JiffyShirts.com (e-Commerce)   Mar 2022 – Aug 2023
- **Spearheaded company's first analytics department**, platform, and team from the ground up (starting 2019)
    - Redshift database, data pipelines, Airflow ETLs, production models, reporting views, dashboards
    - Hired, onboarded, and directed a remote team of six data engineers, scientists, and analysts
- **Owned all product A/B testing**, guiding major decisions on new features
- Collaborated with stakeholders across departments to align roadmaps and key objectives
- Negotiated vendor contracts to save thousands per month in premiums

Lead Data Scientist   May 2020 – Apr 2022
- Deployed an automated pricing system for 300k SKUs based on dynamic costs and competitor prices to maximize margin dollars (~3.5% CAGR in incremental margin dollars over four years) while expanding market share
    - Built pipelines to produce reliable competitive metrics to gauge market-share and pricing positions
- Constructed a **product recommendation engine** to match items by color and more using product images, text descriptions, and order history (TF-IDF + k-means)
- Created customer segmentations and **churn models** to identify at-risk customers and reduce attrition

Data Scientist   Sep 2019 – May 2020
- Designed and implemented an inventory score model to **rank products by availability** and increase conversion rates while decreasing fulfillment costs
- Identified fraud and abuse patterns. Recommended policy change to save ~$20k per month

Data Scientist | Republic Wireless (Telecom/Consumer Electronics)   Jan 2019 – Jun 2019
- Developed an AWS app to model mobile event data to identify and proactively contact users with non-optimal experiences. Reduced churn for ~60% of affected users
- Automated ad creation, analysis, and budgeting process of paid media marketing to test and refine advertising with Facebook + Google marketing APIs. Increased KPI's by an average of 3x

Senior Data Analyst   Oct 2017 – Jan 2019
- Developed a multi-armed bandit test dashboard to quickly rank ad performance across hundreds of ads
- Forecasted customer churn rates and survival curves in R (prophet)
- Managed two company-wide analytics blogs for publicizing and cataloging teams repository of work

Research Analyst | Pasadena City College (Research)   Oct 2015 – Sep 2017
- Predicted enrollment revenue within a 1% MoE to reduce budgeting errors (decision trees on enrollment data)
- Wrote surveys for 30,000+ participants

Awards/Achievements
- Contributor on provisional patent for scientific measurement of fabric softness using user reviews/ratings
- Conducted an award-winning cost-effectiveness study using propensity-score matching that has influenced first-year college curriculum design nationwide (2017 RP Group Conference)

Skills

Python	Pandas Polars Numpy Scikit-learn LightGBM Matplotlib StatsModels Jupyter Flask
Data	SQL Postgres Redshift Spark Oracle-PL/SQL Big Query Airflow + ETL
Other	Git AWS (EC2, SageMaker, Lambda) Unix Cron R REST-APIs SAS HTML/CSS/JS