Matt Dancho

Data Scientist, Trainer & Mentor

A business-focused data scientist with a 15+ year proven track record of developing and productionizing data products to grow revenue.

Contact

Email: your-email@gmail.com
Ph: 123-456-789
Loc: Pittsburgh, PA
LinkedIn
Web Portfolio

Education

MBA, Penn State
MSIE, University of Pittsburgh
BSME, Penn State

Skills

R & Shiny (Tidyverse)
Python (Numpy, Pandas, Scikit-Learn)
SQL
AWS & Cloud
Git & Docker
Time Series Forecasting
Customer Segmentation
Churn & Attrition Prediction

Work Experience

Founder

Business Science
February 2018 - Present

- Identified gap in the market for data science courses that teach applied skills to solve real world business problems that led to multimillion dollar business
- Scaled business to 3000+ students in first 3-years
- Increased revenue 20% Year-over-Year
- Used NLP and predictive lead scoring to segment email list leading to 30% subscriber growth
- Sample Project 1: Pricing Recommendation Application (R, Shiny)
- Sample Project 2: Time Series Forecasting Application (R, Shiny)

Director, Product Engineering & Market Development

Bonney Forge
February 2017 - 2018

- Used predictive analytics to grow sales from $3M/Year-Over-Year to $15M/Year-Over-Year (500% increase)
- Created a SQL database that stored leads
- Trained technical sales staff to use the database for logging leads and requests for quotation
- Applied predictive analytics to score leads & focus on highest likelihood of purchase (LOP)
- Resulted in 5X increase in sales revenue

Manager, Sales Engineering

Bonney Forge
February 2014 - 2017

- Uncovered unmet demand through analysis of Technical Sales quotations leading to $6M Year-Over-Year business
- Reviewed sales inquiry data on missed projects
- Uncovered a pattern on projects with short lead times needing specialized products
- Developed plans for Fast-Track Program & pitched program to CEO & VPs for buy-in
- In first year, Fast Track generated $6M in revenue

Template Available in 30-Day Data Scientist Course