

# ANDREW D'ARMOND

Houston, TX | [awdarmond@gmail.com](mailto:awdarmond@gmail.com) | 713-203-5879 | <https://www.linkedin.com/in/andrewdarmond/>

## Experienced Data Science Professional Knowledgeable in Python & R Deciphering Sophisticated Business Problems & Execution of Strategic Visions with Data

Sports and data science professional with 3+ years of experience across range of both technical and non-technical roles. Regarded for dedication in developing answers through incorporating detailed analysis, compelling visualizations, and astute presentations of business insights to achieve objectives. Concentrated on utilizing skillset to solve business problems and create meaningful opportunities in future career development.

### PROFESSIONAL EXPERIENCE

**Notch** | Houston, TX

Feb 2021 - May 2021

**Solutions Engineer** | Consulted sales team with technical expertise for SaaS enabled marketplace software.

- Presented to 10+ food distributors and 5+ restaurant chains securing sales leading to \$2,500+ in Monthly Recurring Revenue (MRR) and increased Gross Market Value (GMV) from \$1M per month to \$2M per month for platform usage.
- Deployed new market strategy for lead generation streamlining sales cycles from 2 months to 1 month raising sales team performance Month over Month (MoM) by 40%.
- Customized 15+ dashboards for clients showing purchasing power and platform usage discovering 10%+ average in production cost savings by leveraging SaaS marketplace options.

**Enter Capital** | San Francisco, CA

Jun 2020 - Aug 2020

**Junior Product Manager** | Initiated project from scratch incentivizing VC firm to seed fund.

- Architected mobile app translating speech including slang & diction recognition across top 100 languages.
- Conducted 100+ user research interviews optimizing feature performance and utilization resulting in product design, product roadmap, and KPI metrics.
- Led team of 7 establishing DevOps methodology through product life cycle enhancing product using A/B testing and cohort analysis resulting in engagement rate increase by 200%.

**Prance Gemini, LP** | San Francisco, CA

May 2020 - Aug 2020

**Analytics Analyst** | Cultivated new data visualization tool to enhance business development.

- Designed 5+ dashboards for Colorado ski resort clients leveraging over 20+ user requested features ranging from weather tracking updates, live slope conditions, emergency response messaging, & patron usage.
- Spearheading business development expanding dashboard sales outside Breckenridge nearby markets including Vail, Keystone, & Copper Mountain raising revenue by 350%.
- Accelerated new client installation by conducting data analysis in Python and SQL bringing launch time projections forward by 3 months.

**Learfield IMG College** | Houston, TX

May 2016 - Aug 2018

**Senior Associate** | Managed the partnership activation side of all University of Houston and Rice University Athletics.

- Supervised all sponsorship event operations for University of Houston and Rice University Athletics on game days tallying 100+ events over course of year.
- Recommended existing sponsorships with findings from consumer data analysis reports to further consumer awareness, led to 100% retention rate and 60% increase in new clientele.
- Revamped all "trade" accounts of 100+ clients shifting assets to activations and hospitality instead of sales meetings increasing hospitality attendance by 40%.

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## EDUCATION

<b>Master of Science - Business Analytics (MSBA)</b> Hult International Business School   San Francisco, California	2020
<b>Master of International Business (MIB)</b> Hult International Business School   London, United Kingdom	2019
<b>Bachelors in Sports Administration (BS)   Minor: Business Administration</b> Louisiana State University   Baton Rouge, Louisiana	2016

## TECHNICAL SKILLS

**Programming Languages:** R | Python | SQL | Bash | Git

**Information Technology:** Apple Suite | Google Suite | Microsoft Suite | Salesforce

**Data analytics:** Big Data | Data Management | Data Mining | Data Modeling | Machine Learning | NLP | Computer Vision

**BI tools and applications:** Google Analytics | Google BigQuery | Google Data Studio | Looker | Power Bi | Tableau

**Frameworks & Methodologies:** Agile | DevOps | Scrum | Waterfall

**Certifications:** Tableau Certified Data Scientist