








PROFESSIONAL EXPERIENCE

- Jul 2017
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Present
- **WAYFAIR, LLC**
Senior Analyst, B2B Insights & Analytics  Boston, MA
 - Developed churn model to quantify impact of customer attrition; implemented outreach strategy for at risk customers
 - Automating the identification of high potential customers, yielding both time savings and incremental revenue
 - Implementing B2B data governance initiative to standardize KPI calculations across teams, improve access to data, and increase overall data literacy of the B2B organization
- Jun 2016
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Jul 2017
- **EVERQUOTE, INC.**
Quantitative Analyst  Cambridge, MA
 - Integrated external partner APIs with internal applications to automate performance reporting, reducing time needed to manage accounts by more than 20%
 - Built infrastructure to optimize real-time ad campaign bidding decisions resulting in 10% increase in revenue
 - Optimized predictive customer value modeling by constructing new parallel data processing and analysis pipelines
 - Managed bidding, targeting, and creative assets for Facebook campaigns grossing more than \$4.5 million annually
- Mar 2015
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May 2016
- **HARVARD UNIVERSITY INFORMATION TECHNOLOGY**
Student Software Developer  Cambridge, MA
 - Developed an open source Django application with Angular.js to manage geodata at the Graduate School of Design
 - Integrated application with Harvard's LMS using a RESTful API and AJAX
- May 2014
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Aug 2014
- **THE WHITE HOUSE**
Associate, Office of Presidential Correspondence  Washington, DC
 - Analyzed correspondence sent to the President in Salesforce at 10.6 times the average rate with 35% greater accuracy
 - Managed the performance and output quality of a rotating team of volunteers averaging eight members

OTHER EXPERIENCE

- Feb 2014
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May 2016
- **BOK CENTER, HARVARD UNIVERSITY**
Head Teaching Assistant  Cambridge, MA
 - Lead weekly seminars for graduate students and post-doctoral fellows on professional communication skills
 - Assisted director of professional & scholarly development on projects related to the international teaching program
 - Instructed graduate students in individual sessions about pedagogical skills, verbal fluency, and sociolinguistic awareness
- Apr 2012
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Apr 2015
- **BRIDGEWATER-RAYNHAM REGIONAL SCHOOL COMMITTEE**
Elected Member  Bridgewater, MA
 - Approved policy and annual budget greater than \$68 million for school district with nearly 5,500 students.
 - Elected in 2012 by the voters of both Bridgewater and Raynham as the youngest public official in the towns' histories
 - Liaison to the Massachusetts Legislature, Student Advisory Board, and School Site Council (Oversight of facilities and real property); served on subcommittees for Volunteerism & Community Involvement, Site Dedication, and Policy

EDUCATION

- 2012
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2016
- **HARVARD UNIVERSITY**
A.B. in Government, Secondary in Computer Science  Cambridge, MA
 - Institute of Politics—Student Advisory Committee; Chairman, The Policy Program
 - Small Claims Advisory Service—Assist Massachusetts residents navigate the small claims system court process

SKILLS/INTERESTS

- Databases: MS SQL, MySQL, Vertica
- Technologies: Docker, Git, Vagrant
- Languages/Frameworks: Bash, HTML5, Javascript (Angular, D3), Python (Django, Flask, Matplotlib, Numpy, Pandas, Scikit-learn)
- Programs: Acrobat, Lightroom, Looker, MS Office Suite, Photoshop, Salesforce
- Skills: AWS (EC2 and S3)
- Interests: Eagle Scout, licensed falconer, photography