Ronald Hill

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Technical Skills:
- SQL: Subqueries, Aggregation, Statistics, Data Wrangling
- R: Statistical Modeling, Model Testing, Data Manipulation, Data Visualization
- Python: NumPy, Pandas, SQL Integration, Scikit Learn, Machine Learning, Model Testing
- Data Analytics, Excel, Tableau, Power BI, Power Point, Salesforce, Impala, Hive

Soft Skills:
- Problem Solver, Critical Thinker, Teamwork, Communication, Adaptability, Creativity, Ownership, Coachable.

Work History:

Strategic Account Executive | Vacasa | Portland, OR-Remote | February 2024 – June 2024
- Manage inbound/outbound sales operations.
- Analyze Market Data and present findings to stakeholders.
- Communicate product scope and benefits to stakeholders.
- Communicate and collaborate across multiple teams to ensure stakeholder satisfaction.
- Effectively grow and manage my pipeline of business.

Customer Success Manager | Sundae | San Francisco, CA-Remote | September 2021 - December 2022
- Created reports and dashboards to analyze metrics.
- Conducted meetings with stakeholders using data to communicate benefits of Sundae's Marketplace.
- Managed comprehensive lifecycle pipeline through Salesforce.
- Implemented strategies that streamlined the sales funnel and provide better overall customer experience.

Real Estate Consultant | Keller Williams | Nashville, TN | November 2011 - April 2021
- Built and marketed personal brand.
- Utilized market analysis to present data driven insights to clients.
- Exceeded annual goals and expectations set by the Brokerage.
- Reviewed contracts and negotiated terms for clients.
- Analyzed cost, risk, and ROI on potential properties.

Education:
- Middle Tennessee State University- Bachelor of Science
- Eastern University - 4.0 GPA - Master of Data Science - Graduating May 2025

Professional Certificates:
- Google Data Analytics-Jan 2023
- Cloudera Modern Big Data Analytics with SQL-Feb 2023

Projects:
- **Consumer Sales Analysis with SQL:** Created a customer_spending table in PostgreSQL, Developed and executed multiple SQL queries to extract insights such as: Total Revenue by category, demographic analysis, average unit price and costs, etc..
- **Mushroom Classification Using Machine Learning:** Developed a machine learning model to predict edibility of mushrooms (edible or poisonous). Split data into training and test subsets, applied one-hot and label encoding, constructed a 2 layer neural network for predicting edibility, created a confusion matrix to represent how well my model was predicting, last but not least created extensive documentation to clarify work and allow for reproducibility.
- **Credit Card Fraud Detection Projects:** Implemented PCA for dimensionality reduction in credit card transaction datasets to identify anomalies, comparing results with the original data. Developed and trained a neural network for classifying fraudulent transactions, achieving enhanced detection rates, and utilized a Confusion Matrix to present findings.