JANE DOE

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PROFESSIONAL SUMMARY

Staff data scientist with 9 years across experimentation, forecasting, causal inference, and product analytics. Partnered with product, finance, and engineering leaders to turn ambiguous growth and retention questions into decision systems used across a $120M recurring revenue business.

SKILLS

Methods: causal inference, A/B testing, uplift modeling, forecasting, propensity modeling, feature engineering
Languages & Tools: Python, SQL, R, dbt, Airflow, Git, notebooks, model monitoring
Analytics: metric design, cohort analysis, experimentation platforms, executive dashboards, stakeholder workshops

EXPERIENCE

B2B SaaS Company
Staff Data Scientist Feb 2021 - Present

- Designed retention risk model combining product usage, support sentiment, and contract history, enabling customer teams to prioritize $18M ARR and improving save rate by 11 points.
- Led experimentation framework for pricing and packaging tests across 42,000 accounts, replacing ad hoc analysis with pre-registered metrics and guardrail reporting.
- Built causal impact workflow to separate seasonality from campaign lift, preventing $1.6M in annualized spend from being scaled on misleading attribution.
- Mentored 6 analysts and data scientists on metric design, model review, and stakeholder storytelling, raising the quality bar for decision memos across 4 product areas.

Marketplace Company
Senior Data Scientist Aug 2017 - Jan 2021

- Created demand forecasting models for supply planning across 19 regions, reducing stockout risk by 14% while keeping operations teams in a simple weekly review loop.
- Partnered with engineering to productionize feature pipelines and drift monitoring for a recommendation model serving 3M monthly sessions.
- Reframed marketplace health metrics from aggregate conversion to supply-demand balance by region, helping leadership identify 5 markets where incentives were masking poor retention.

SELECTED PROJECTS

Experiment Review Playbook
- Authored internal guide covering sample-ratio mismatch, novelty effects, guardrail metrics, and launch-readiness decisions; adopted by 11 product squads.

Forecast Model Monitoring System
- Defined drift checks, backtesting cadence, and business-owner review thresholds for weekly forecasts used by finance, operations, and marketplace teams.

EDUCATION

Public University, Master of Science in Statistics May 2017
Public University, Bachelor of Science in Mathematics May 2015