

# Ian Murphy

## DATA SCIENTIST

### EXPERIENCE

#### Senior Consultant | Third Republic

MAR 2018 – SEPT 2020, New York, NY

- Recruited and placed DevOps Engineering and Cloud Engineering professionals.
- Prospected, engaged, and supported clients.
- Acted as the main point of contact for all communication.
- Owned the full recruitment lifecycle. This included understanding the client's requirement, advising recruitment strategies, sourcing, and closing the candidate.
- Acquired over 15 new clients for Third Republic allowing the business to work across multiple verticals.

#### Account Manager | Apex Systems Inc

DEC 2016 – MAR 2018, New York, NY

- Acted as business partner to advise clients on the appropriate staffing model (staff augmentation, SOW, RPO, MSP, VMS) based on IT goals.
- Engaged in Business to Business sales with new and existing clients for supplemental staffing or long-term consulting engagements.

#### Technical Recruiter | Apex Systems Inc

JUN 2015 – DEC 2016, New York, NY

- Worked with local and national Account Managers to recruit and place IT professionals.
- Sourced potential candidates by utilizing Apex's proprietary database, referrals, User Groups, job boards and advertising.

### EDUCATION

#### BrainStation | Diploma Candidate, Data Science

SEPT 2020 - DEC 2020, New York, NY

#### Salisbury University | Bachelors in Business Management

SEPT 2011 – MAY 2015, Salisbury, MD

### PROJECTS

- NBA playoff team predictor. Machine learning models that predict what teams will make the NBA playoffs based on various statistics.

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[github.com/IanMurphy25](https://github.com/IanMurphy25)

### SKILLS

Python, SQL, Excel, R, Plotly, Pandas, Numpy, Matplotlib, sklearn, Hypothesis Testing, Tableau, Seaborn

### PROFILE

I am a recent graduate of the full time Data Science program at BrainStation. I love analyzing large data sets and providing insight to influence decisions. I discovered my passion for data while working as a headhunter in the engineering field for five years.