

# CARLOS LESSER

## DATA SCIENTIST

### EXPERIENCE

#### Vendor Relationships | Atlantia

FEB 2020 - PRESENT, VANCOUVER, BC

- Increased my brand portfolio sales by 30% by identifying and analyzing strategic opportunities with key customers.
- Negotiated and renegotiated 2 vendor contracts that resulted in 3% savings over \$1.5 million in purchases.
- Identified new channel opportunities that are projected to reach \$52,000 in sales their first year.
- Managed overall vendor relationships including vendor performance, development, and risk mitigation.

#### Account Manager | Ritchie Brothers

MAR 2019 - FEB 2020, VANCOUVER, BC

- The key responsibility of this position was to provide clients with financing options to enhance their purchasing power.

#### Account Manager | Meridian OneCap

AUG 2017 - MAR 2019, VANCOUVER, BC

- In this role I developed partnerships with commercial vendors to provide their clients with financing opportunities.

#### Professional Triathlete |

JAN 2009 - DEC 2016, VICTORIA, BC

- Represented Mexico on the International Triathlon Union circuit.

### EDUCATION

#### BrainStation | Diploma Candidate, Data Science

FEB 2022 - PRESENT, VANCOUVER, BC

#### Camosun College | Bachelors in Business, Major Marketing

JAN 2012 - JUN 2016, VICTORIA, BC

### PROJECTS

#### BrainStation Project | Dog Breed Image Classification

- I built a Dog Breed Image Classification App using InceptionV3. I was able to reach an accuracy score of 88% and deployed an app.
- <https://carlos-lesser-dog-app-dog-app-38wto4.streamlitapp.com/>

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<https://carlos-lesser.github.io/>

[linkedin.com/in/carloslesser](https://www.linkedin.com/in/carloslesser)

[github.com/Carlos-Lesser](https://github.com/Carlos-Lesser)

### SKILLS

Python, R, SPS, SQL, Hadoop, Google Analytics, GitHub, Tableau, Hypothesis Testing, A/B Test, Parametric and Non-Parametric Test, Matplotlib, Plotly, Brokeh, Seaborn, Tensorflow, Kera, Pytorch, AWS, Spark, Hive, Transfer Learning

### PROFILE

In 2022, I got out of my comfort zone and I decided to pursue a new career in data science. I'm passionate about data science, especially considering how quickly technology is changing all industries. I enjoy using data to find new innovative solutions.

In my free time, I coach runners and train for marathons. I often look at my athletes' data as well as my own to find new ways to improve my performance and theirs. Data follows me everywhere and I am passionate about maximizing how I can use it to my best advantage.