

ANDY GREEN

EDUCATION

MAY 2021

GEORGETOWN UNIVERSITY

Washington, DC

McCourt School of Public Policy

Master of Science in Data Science for Public Policy Candidate (MS-DSPP)

- Cumulative GPA: 3.92/4.00
- Relevant Coursework: Data Science II: Applied Statistical Learning, Accelerated Statistics for Public Policy II, Intermediate Microeconomics, Public Management

MAY 2014

UNIVERSITY OF MICHIGAN

Ann Arbor, MI

Stephen M. Ross School of Business

Bachelor of Business Administration (BBA)

- Cumulative GPA: 3.78/4.00
- Emphases in Corporate Strategy and Marketing
- Studied Strategy at WHU-Otto Beisheim School of Management in Koblenz, Germany and City University in Bratislava, Slovakia

DATA SCIENCE

SKILLS

- **Languages and Platforms:** R, Python, Tableau, VBA for Excel
- **Skills:** Web scraping, natural language processing, machine learning, data visualization, data wrangling, econometrics

EXPERIENCE

**JANUARY 2020 –
PRESENT**

MASSIVE DATA INSTITUTE

Washington, DC

Graduate Research Assistant (Part-time)

- Collected and wrangled text data on 2020 congressional election candidates using web scraping techniques in R and Python, building a robust dataset of candidates' policy platforms and rhetoric.
- Pre-processed text data using various natural language processing techniques including stemming and stop-word removal, converting the data into an ideal format for analysis.
- Analyzed text data using cosine similarity and other analytical methods in R and Python, mapping out candidates' ideologies relative to other members of their party.

**SEPTEMBER 2019 –
DECEMBER 2019**

CENTER FOR RETIREMENT INITIATIVES

Washington, DC

Graduate Research Assistant (Part-time)

- Wrote, edited, and conducted research for various reports and articles being published by the center.
- Researched state-level activity on retirement savings program, ensuring the center's website was continually updated with the latest information on program developments.
- Reviewed publications from other research organizations, mapping out data sources and information pertinent to future analysis on retirement-related issues.

**OCTOBER 2015 –
MAY 2019**

LIDL US

Arlington, VA

Promotions Manager / Senior Promotions Manager

- Created and implemented the enterprise-wide promotional strategy for Lidl's expansion into the US market, growing the promotional business to \$91M in annual sales from scratch.
- Developed and implemented a comprehensive set of team processes, leveraging best practices from Lidl's international organization and adapting them to meet the unique demands of the US market, establishing my team's role within the organization.
- Fostered career development and allocated workload as the leader of a team of direct reports, ensuring all objectives were met and talent was effectively managed and developed.
- Completed comprehensive financial planning, responsible for both tops-down annual planning and bottoms-up weekly demand planning, ensuring accurate forecasts and healthy financial performance.

**AUGUST 2014 –
SEPTEMBER 2015**

TARGET CORPORATION

Minneapolis, MN

Business Analyst / Senior Business Analyst

- Managed inventory portfolio for shampoo, conditioner, and hair styling products across the entire chain and online – a \$739M business with over 1,400 SKUs and \$100M of average inventory. Delivered instock results 50 BP better to goal, while simultaneously reducing average inventory by \$9M over the fiscal year.
- Forecasted future demand for promotional events in a category highly sensitive to promotional activity and complex discount layering, improving promotional instocks by 300 BP. Designed an automated tool to accurately predict the extent of discount layering, receiving approval from company “best method council”.
- Conducted department-wide analysis of inventory allocation relative to sales and developed actionable recommendations, leading to over \$6M of potential unproductive inventory reduction.
- Successfully executed the launch of over 350 new items and 22 endcaps, setting above instock goal in every cycle and helping drive strong YOY sales growth of 8%.

- Business Economics Tutor at the University of Michigan (Part-time, 2014)
- Business Analyst Intern at Target Corporation (Summer, 2013)
- Economic Consulting Intern at Compass Lexecon (Summer, 2012)

**ADDITIONAL
WORK EXPERIENCE**

**COMMUNITY
INVOLVEMENT**

- Data Visualization Editor for the Georgetown Public Policy Review (2019-2020)
- Volunteered screening candidates for Run for Something (2018)
- Volunteered tutoring children after school for People Serving People homeless shelter (2015)
- Founded michiblogs.com, a website that aggregated blogs and other creative content produced by University of Michigan students (2012-2013)
- Volunteered on a consulting engagement with the Community Consulting Club (2012)
- Vice President of Pi Kappa Phi Fraternity at the University of Michigan (2012)
- Member of Development Committee and participant in Dance Marathon (2011-2012)
- Volunteered delivering meals for Meals on Wheels (2009)
- Participated in YMCA Youth and Government Program (2007-2008)

**RECOGNITION &
AWARDS**

- Received Target Senior Vice President award for the Health and Beauty Division for leadership across the division in improving promotional inventory management (2015)
- Received the Community Consulting Club’s “Best Project” award from a panel of judges from the Boston Consulting Group (2012)
- Finalist in McKinsey & Company BBA Case Competition (2012)
- Finalist in MPowered Entrepreneurship 1000 Pitches Competition (2010)