

John “Jack” Vincent Galvin

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EXPERIENCE

Bowman and Brooke, *Paralegal*, San Jose

May 2021 - Present

- Analyze client documentation to understand the specific machine learning techniques and product development processes used to build a semi-autonomous vehicle and translate technical concepts therein to prepare partners for depositions and trials

Sisense, *Account Executive*, New York

March 2020 - April 2021

- Identify how hundreds of prospective Sisense customers can monetize analytics product offerings among their own customers, driving an additional 15-20% in revenue for each on average
- Built machine learning classifiers (support vector machine and random forest) that use features about open sales opportunities to predict if each will close, which has informed how I allocate time to working my pipeline
- Created an account scoring tool using Python that identifies thousands of potential customers from LinkedIn and prioritizes each based on several factors, which has saved 2+ months of manual work for myself and my team

Realeyes, *Director of Customer Success*, New York

March 2019 - March 2020

- Analyzed human attention and emotion data to deliver actionable insights aligned to clients' marketing goals
- Managed relationships with strategic clients by identifying and implementing ways to embed Realeyes data into client workflows and secured renewal business (amidst competitor) of Realeyes' largest client with 40% increase in revenue
- Led virtual and on-site product demonstrations, which included sharing insights about technical aspects of the product and how to interpret and use Realeyes data to positively impact marketing ROI to non-technical audiences

PricewaterhouseCoopers Financial Advisory Services, *Senior Associate*, Chicago

August 2015 - March 2019

- Distilled the business implications of data and software solution architecture design into language comprehensible to executive and VP-level clients of various (non)technical backgrounds to inform strategic decisions
- Presented data-driven recommendations about process redesign and system modernization to Fortune 500 executives, as well as the methodology by which each recommendation was formed, to impact \$5M+ organizational decisions
- Analyzed project finances, forecasted budget overrun, and implemented measures to maximize profit margin, which saved our team \$200,000+ in time and expense fees

LEADERSHIP AND HONORS

PwC, *Financial Services Advisory*

- *Spring 2016 Financial Services MVP, Rookie of the Year*: Selected as 1 of roughly 300 people in recognition for outstanding client impact, flexibility, willingness to learn, and desire for actionable feedback
- *Real-time Recognition*: Received in recognition for leading a team of 4 PwC resources by example
- *Financial Services Advisory Staff Council Co-Lead*: Elected to serve as a leader on a firmwide team committed to enacting positive change within PwC

Colgate University

- Dean's Award for Academic Excellence
- Phi Eta Sigma First-Year Honor Society
- Psi Chi Psychology/Neuroscience Honor Society

Fall 2011-Spring 2015

Fall 2011

Spring 2014

Center for Creative Leadership

- Selected as a campus leader to participate in a two day leadership workshop

April 2014

EDUCATION AND CERTIFICATIONS

UC Berkeley, Berkeley, CA

- Master of Science, Information and Data Science

Anticipated Spring 2022

Colgate University, Hamilton, NY

- Bachelor of Arts, *Magna Cum Laude*
- Major: Neuroscience, GPA: 3.73/4.00

May 2015

TECHNOLOGY AND LANGUAGES

- Technology: SQL, Python (Pandas, Numpy, Scikit-learn, SciPy, Matplotlib), Command Line, Sisense
- Language: Spanish, intermediate in Italian