

Stanley F. Siranovich

Data Analyst

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SUMMARY

I have the experience and education to analyze data and clearly explain the conclusions. I am interested in contract positions as a Data Scientist, Data Analyst, or similar quantitative roles to help companies implement analytical solutions and to make better business decisions.

AREAS OF EXPERTISE

- **Analysis and Visualization Software:** Tableau 10, SAS, JMP; R and related tools; Git and GitHub; MS Office Suite including Access, PowerPoint, Excel, Project, Visio and Word; Visual Basic; Azure, gretl; Postgre SQL
- **Subject Matter Expertise:** Prescriptive Analytics, Predictive Analytics and Modeling, Technical Marketing, Chemistry, Biology, Statistics, Experimental Design, Testing, Data Analysis, Data Visualization, Training, Technical Writing
- **Soft Skills:** Critical Thinking, Decision Support, Communication, Story Telling, Project Management and Planning, Technical Presentations (list available on request)

PROFESSIONAL HISTORY

I am purposely keeping this history short to allow space for some highlights of how Experimental Design, Analysis, and Prescriptive Analytics were used to reduce costs, improve processes and expose unprofitable products.

| Company | Title / Function | Dates |
|--|--|--------------|
| Edumedics | Sr. Data Analyst | 7/17 – 10/17 |
| Crucial Connection LLC | Principal Analyst | 2009 - Pres. |
| Technology Staffing Companies | Project Manager, Adjunct Instructor, Operations Analyst | 2002 - 2012 |
| AkzoNobel | Technical Marketing Manager – Coatings Resins, North America | 2000 - 2001 |
| Weirton Steel (via Spec Group) | Systems Consultant | 1998 - 1999 |
| Bayer Materials Science (formerly Bayer Corp.) | Senior Research Chemist, Development Specialist | 1980 - 1997 |

SELECTED STATISTICAL AND ANALYTICAL EXAMPLES

The following three examples highlight longer-term projects undertaken in addition to the normal, short duration projects and day-to-day job responsibilities for two of the multinationals mentioned in the preceding history. I can provide additional examples.

Situation: The division's largest and most profitable product was generating waste residues (termed "still bottoms" in the industry) producing \$750,000 per year in incineration costs. (Two other groups had already failed to discover a solution.)

Action: Used a statistical experimental design to develop an unconventional formulation using the residues, products from another division and another application area. The screening design used 16 runs to resolve five main effects plus all possible two-factor interactions.

Result: Saved the \$750,000 incineration costs. The formulation also generated revenue from sale of the waste residues.

Situation: A \$1 million customer was experiencing scrap rates of over 30%.

Action: Conceived, implemented and coordinated a project to improve sampling, testing and manufacturing operations for a \$1 million customer. The project involved extensive on-site evaluation, coordination of research, analytical and product management functions, a statistician and an outside vendor.

Result: Reduced scrap rates from 30% to less than 1%, avoided a threatened lawsuit, and saved the costs of pre-shipment samples and returned product.

Situation: A \$60 million product line (about 175 products in 23 distinct categories) was in financial difficulty.

Action: Used Excel to consolidate transaction data, then to characterize and analyze revenues, costs and margins for the entire product line. The analysis revealed financial performance by technology, product line and individual product.

Result: Uncovered a single product with a negative Contribution Margin of \$1,025,000 which was dragging down the performance of the entire \$60 million product line.

RELEVANT EDUCATION

- **Microsoft Network Engineer Certificate**, Sullivan University, Louisville, KY (summa cum laude)
- **Multiple, recent IT certifications** from CompTIA and Microsoft including A+, Network+, Security+, MCP and MCSA
- **M.B.A.** with dual concentration in **Finance** and **Management Information Systems**, Duquesne University, Pittsburgh PA (cum laude)
- **Graduate coursework** in Polymer Chemistry and Materials Science, Rutgers University, New Brunswick NJ
- **BS Chemistry**, Allegheny College, Meadville PA
- **Employer-sponsored courses** in Statistical Experimental Design, Presentation Skills and Account Development (list available on request)
- **Certified online courses**, (via Coursera and other platforms) Data Analysis (Johns Hopkins), Model Thinking (Michigan), Experimentation for Improvement (McMaster), The Data Scientist's Toolbox (Johns Hopkins), Business Metrics for Data-Driven Companies (Duke), Foundations of Data Science (Springboard), Business Analytics Using Forecasting (National Tsing Hua University)