

JUSTIN NAPOLITANO



Analyst experienced in legal, socioeconomic, and policy research seeking opportunity to leverage technical skill set in order to model complex socioeconomic systems.

CONTACT

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EDUCATION

Bachelor of Political Science Aug 2018
University of Central Florida Orlando, Florida

CERTIFICATES

Python Specialization February 2020
University of Michigan Coursera

TECHNICAL SKILLS

Programming
Python ●●●●●●
C ●●●●●●

Data Handling and Analysis
Pandas ●●●●●●
SAS (Statistical Analysis System) ●●●●●●
Statsmodels ●●●●●●
SQL ●●●●●●
PySpark ●●●●●●

CORE COMPETENCIES

Legal Research Data Mining Forecasting
Supply Chain Analysis Inferential Statistics
Economic Modeling Policy Analysis

DATA SET PROFICIENCY

Lexis Nexis Energy Commodity Pricing
JODI Oil World Database
World Bank Development Indicators
UN Energy Accounts and Balances
European Central Bank Statistics

DOCUMENTATION TOOLS

Sphinx LaTeX Scientific Markdown
reStructuredText Jupyter Notebooks

LANGUAGE PROFICIENCY

English French Spanish

EXPERIENCE

Marketing Analyst May 2021 — Present
BTJN, LLC Houston, Texas

- Optimized marketing strategy by identifying 25,000 most valuable potential customers out of over 300,000.
- Created graph database to analyze personal customer characteristics that correlate with higher returns on investment.
- Improved analysis pipeline efficiency by 95 percent by integrating data with PySpark and Google Drive API from a Neo4j warehouse.

Sales Strategist October 2019 — February 2021
BTJN, LLC

- Defined sales strategy to target well funded public organizations for greatest ROI.
- Compared sources to identify most competitive manufacturers to procure personal protection equipment for large organizations.
- Deployed a custom CRM solution to facilitate sales analytics.

Sales Analysis Internship January 2020 — August 2020
Cox Oil Company

- Discovered supply chain bottlenecks by product for 57 retail stores with Python Statsmodel and Pandas.
- Piloted application to generate daily sales reports for store managers to streamline inventory screening.

Research Lead and Analyst Jan 2018 — Aug 2019
University of Central Florida Orlando, Florida

- Identified regional socioeconomic features correlated with higher investment risks.
- Reviewed feasibility of Turkish government proposals to develop hydroelectric plants in underdeveloped regions.
- Developed international law frame work from primary sources to reveal governmental criminal activity which could result in economic sanctions.
- Prepared publication presentation peer reviewed at the Peace Science Conference at the Hague, Switzerland.

Research Assistant Jan 2017 — Jan 2018
University of Central Florida Orlando, Florida

- Managed team data coding, verification, and storage procedures for article published by Cambridge University Press.
- Analyzed United Kingdom parliamentary procedures to predict likely policy outcomes.

PROJECTS

- Freight.Jnapolitano.io**: Analyzed US freight networks and energy generation plants to determine locations suitable for green development
- Energy.Jnapolitano.io**: Identified possible carbon storage facilities adjacent to supply chain terminals. Specified natural gas plants suitable for hydrogen transition.
- AI Policy Prediction Paper**: Predicted policy outcomes according to political ideology.
- WTO and International Trade**: Concluded that the interests and values of powerful organizations dictate international commercial regulation.

PUBLICATIONS

Turkish Kurdish Analysis Database
📖 *Peace Economics, Peace Science and Public Policy* vol 25, no. 4, pp. 36
👤 Demet Mousseau, Justin Napolitano, Alex Olson
📅 2019