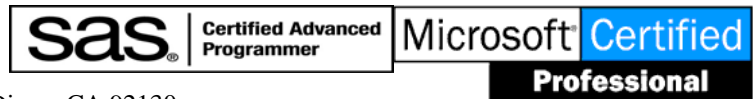


# Alex Zolotovitski, Ph.D.



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## OBJECTIVE

To obtain a responsible and challenging position as a

**Manager of Analytics/ Scientist/ Senior Statistician / SAS sw Developer/ Consultant or similar**  
in a great company to utilize my experience, accomplishments, and proficiency.

## PROFILE

A well-rounded analyst with many years of professional and managerial experience in mathematical modeling, data mining, and forecasting applied to science, business and health care with a strong theoretical background in Mathematics, Economics, and Computer Sciences.

## SKILLS and STRENGTHS

### MODELING SKILLS

16+ years of experience in:

- Econometrics, financial and business analysis;
- Applied numerical analysis: probability, stochastic processes, optimization, PDE, actuarial calculations, risk measurement and modeling;
- Data mining including supervised and unsupervised machine learning, prediction/classification (using parametric and non-parametric methods: neural networks, k-NN, logistic regression, etc.), PC/factor analysis, segmentation, clustering, time series analysis, longitudinal and survival analysis, DOE, representation and visualization of results for marketing/CRM/fraud/reliability problems (consumer, credit & fraud scoring, segmentation, profiling, cross-sell, up-sell, attrition, retention analysis, MBA, trade area analysis).

### TECHNICAL SKILLS

- Proficiency in SAS (Certified Advanced SAS Programmer – Base/ Stat/ Graph/ IML/ QC/ SQL/ Access/ IntrNet/ ODBC/ Macro), R/S+, VB/VBA (Microsoft Certified Professional), MS Excel/ Access/ SQL Server, Teradata, MS VSS, GIS, Windows, UNIX/Linux, SSH, shell scripts, CGI, AJAX, perl, awk, python.
- Some experience in C++, Java, JCL and Oracle.
- Worked with grid computing, distributed multi-terabyte (thousands of variables and billions of observations) databases, ETL/data warehouses. Remote execution of SAS programs on UNIX server with Win client.

### MANAGERIAL SKILLS

- 9+ years of experience in team development/team leadership/ management (more than 20 subordinates);
- Have participated throughout the life cycle of a broad variety of IT projects in both the batch and real-time/online scientific, banking, financial, CRM, health care client/server applications.

### PERSONAL SKILLS

- Broad-minded, resourceful and flexible. Proven super-fast learner.
- Strong analytical, consultative and problem-solving skills.
- Excellent interpersonal, communication and presentation skills. Strong team player/leader.

### THE LARGEST CLIENTS



## PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS

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July 2007 – Present **Sun Microsystems Inc** (San Diego, CA) - Sr. Statistician / Sr. Staff Engineer SW

Sun Microsystems, Inc. provides network computing infrastructure product and service solutions worldwide.

- Provided corporate analytics and reliability analysis to Sun and its customers.
- Found a new effect in reliability data and developed methods to improve accuracy of reliability analysis.
- Significantly improve functionality and performance of s/w for reliability analysis
- Created, implemented and presented 6 new methods of data analysis and visualization.

Feb 2006 – March 2007 **Fair Isaac Corporation** (San Diego, CA) - Analytic Science Manager / Lead Scientist

Fair Isaac Corporation (FICO) is the global leader in predictive analytics, decision management and credit management solutions, provides software and solutions to more than 1,400 financial services providers, including 99 of the top 100 U.S. banks and 49 of the top 50 global banks, serves more than 100 telecommunications providers worldwide, including the top 10 US wireless providers and 6 of the world's top 10 telecommunications service providers.

Statistical analysis and modeling of fraud in telecommunication business. Creating and scoring customer profiles. Comparative analysis of different methods of classification/scoring.

Oct 2005 – Feb 2006 **Discover Financial Services** (Riverwoods, IL,  
contract through Smith Hanley Consulting Group) - Senior Statistical Consultant

Discover Financial Services(14,000 Employees), a business unit of Morgan Stanley, operates the Discover® Card brands with more than 50 million cardmembers.

- Analyzed cardholders' behavior patterns and had found important relationship between purchasing and redemption (cross-sectional and longitudinal analysis, including linear, GLM and logistic regression, time series and survival analysis).
- Received the "Smart Appreciation" Award for commitment to corporate values.

June 2005 – Sep 2005 **Carlson Marketing Group** (Minneapolis, MN, contract) - Senior Statistician

CMG is one of the top four U.S. global direct marketing services agencies. Carlson Comp. is a global leader in the marketing, travel, and hospitality industries, employing about 190,000 people in more than 140 countries.

Participated in a contract for Visa USA, the largest CMG client. Estimated effectiveness of four credit, debit and contactless card promotion campaigns using statistical analysis (clustering, linear and non-linear, parametric and non-parametric regression and logistic regression, time series and survival analysis) of cardholder's transactions combined with census data. Analyzed e-mail survey data.

Nov 2002 – March 2005 **Generation 5 Mathematical Technologies Inc.** - Senior Statistician

Generation5 specializes in the development and implementation of data mining CRM solutions using econometrical and statistical analyses, data mining and artificial intelligence.

- Participated in a number of successful data mining marketing CRM projects for some of the largest Canadian and U.S. banks and companies as a statistical leader/Sr.SAS programmer. Used client and third party credit and non-credit data for statistical modeling (clustering, profiling, prediction/classification, discrimination...) to predict response and approval rates to increase success of customer acquisition campaigns for credit card and retail markets.
- Developed a number of improvements in data mining algorithms, which significantly increased accuracy and performance (by 5-10 times).
- Delivered 20+ presentations of results for peers, managers, clients, International workshop on data mining.
- Received "The Most Resourceful Team Member" Award.

May – July 2001, Nov 2001-Aug 2002 **The Successful Investor, Inc.** - Consultant

- Developed an ETL/ Data Warehouse application that extracts information from Internet, transforms and loads it into data warehouse and prepares financial statements and reports (including Risk and Balance Reports) for portfolio management, using VBA / MS Excel / COM.
- Developed, analyzed, and recommended tools for operation improvements and system modifications

Oct 2001 **SAP, SMS Modern, Inc (through Accountemps)** - Financial Analyst

- Prepared Q3 consolidated financial report (including P&L, balance sheets, cash flow, ratios, analysis of variances from plan for branches and corporation).
- Analyzed procedures/workflows and implemented changes to the application, which gathered information from timesheet files and prepared reports, including pivot tables in MS Excel and VBA.

1997 – 2000 **Yekaterinburg City, Russia** (capital of The Ural Economic Region, population 22 million)

- Financial Expert for the Regional Government.
- Provided economic analysis and forecasts of different industries' economic trends, growth and risks.
- Chairman of Directory Boards for two Professional Associations.

1992 - 2000 **Link Consulting and Investment Companies, Pension Fund** - Director, CEO

The company was ranked # 18 in Russia, # 1 in the region.

Main analytical jobs:

- Actuarial calculations, survival analysis and annuity portfolio risk modeling (VaR and expected shortfall);
- Self-Learning Real Time System for technical analysis and forecast for FX and securities traders using Pattern Recognition with Neural Networks (MLP with back propagation for time series analysis) and risk analysis (path dependent option pricing using Crank-Nicholson, binary trees and Monte-Carlo methods) .
- Led development of "System for Statistical Analysis of Physiotherapy and Spa Treatment" for Research Institute of Physiotherapy and Spa-treatment. The System for phase I-III clinical trials compared clinical measures for a treatment and control group, implemented statistical tests, produced screening and reports for medical research.

Received "Leader in Business" regional award;

1988 - 1992 **Russian Academy of Sciences** - Senior Researcher in Statistical Physics.

Programming for scientific applications, DoE. Fortran, PL/1 - mainframe MVS/TSO JCL, UNIX.

## EDUCATION

2000 - Ph.D. in Economics, Russian Academy of Sciences. Thesis – Analysis of Influence of Bankruptcy Processes on the Investment Climate (included econometrics - analysis of correspondence between parameters of defaults and financial ratios).

- Graduate degree in Theor. and Math.Physics (Statistics), Russian Academy of Sciences.
- Alumni of "Kolmogorov Boarding School" in Physics and Mathematics at Moscow State University.
- Captain of the team that won the University Mathematic Olympiad.

Training: 2004 - The Fields Institute, Toronto, International workshop on data mining – Invited speaker

2002 - IBM Workshops: Web Services, Linux for UNIX Professionals, Linux & Java.

1998 - NationsBank (now – Bank of America) and PricewaterhouseCoopers, USA.

1997 - State University of Management, Moscow

1996 - The Economic Development Institute of the World Bank.

## CERTIFICATION

- Microsoft Certified Professional - VB Programmer
- SAS Certified Advanced Programmer
- Brainbench Certified Professional - Project Manager, Accounting Specialist, Financial Analyst, VB, C++, SQL, COBOL programmer.

**REFERENCES, List of Publications and Up-to-date Resume:** Available at [www.zolot.us](http://www.zolot.us).