Elias Eskind

St. Petersburg, FL | 704-964-7207 | eliaseskind@gmail.com | https://eliaseskind.com

---

WORK EXPERIENCE

Raymond James   St. Petersburg, FL | October 2021 – Present

Senior Data Analyst (November 2023 – Present)
- Engineered and deployed a generative artificial intelligence model combining neural networks and tree-based algorithms that enhanced the precision of the firm's securities-based lending; identifying instances of undervaluations, resulting in an increase in interest profits of over $10 million annually
- Led an agile team as the primary analyst to design, construct, and implement an advanced data aggregation framework; utilized sophisticated machine learning algorithms, including tree-based and clustering models, to enhance financial advisor efficiency and profitability across the enterprise
- Synthesized and delivered actionable insights through a data-driven quarterly analytics model, employing advanced predictive analytics, deep learning, and other data science methodologies to inform strategic decisions on advisor efficiency, influencing firm directives and shaping key strategies for senior executives and the group president generating over $500 million in new to firm assets
- Formulated and delivered an immersive training program for Tableau onboarding and educating associates firm-wide; this initiative enhanced proficiency, accelerating timelines and streamlining workflow for data-driven decision-making across the company

Data Analyst (October 2022 – November 2023)
- Developed Gradient Boosted Applied AI algorithms that identified, quantified, analyzed, and pinpointed key drivers influencing client satisfaction and financial advisors' engagement; insights gained supported executive decisions to optimize overall operational efficiency
- Collaborated with Salesforce, as the firm's tech lead of the Tableau Steering Committee, to expand software applicability and utilization integrating data analytics tools and technologies throughout the firm; optimizing data accessibility, and forming a more cohesive and data-informed organizational structure

Data-Driven Insights Specialist (October 2021 – October 2022)
- Pioneered creation, execution, and management of dynamic enterprise-wide executive-level Tableau Dashboard, providing a comprehensive snapshot of clients, demographics, product usage, and crucial KPIs; this allowed real-time analytics to facilitate strategic and operational decision-making
- Formalized and deployed a sophisticated machine learning algorithm designed to identify high-value clients at high risk of attrition, equipping executives with critical insights to improve client retention

---

EDUCATION

University of Miami   Coral Gables, Florida

Master of Science in Business Analytics
- **GPA:** 3.84/4, *Award of Academic Merit*
- **Relevant Coursework:** Business Technology, Linear Programming and Optimization, Time Series, Machine Learning, Deep Learning, A/B Testing, and Regression

Bachelor of Science in Business Analytics and Minor in Biology
- **Relevant Coursework:** Excel, Data Visualization, Database Management Systems, and Statistics

---

SKILLS, ACCOMPLISHMENTS, AND INTERESTS

Skills: SME in Data Science, Python (Pandas, NumPy, sklearn, XGBoost), SQL, and Tableau; proficient in Databricks, RStudio, AWS, SageMaker, MATLAB, Power BI, MS Suite/Access; Six Sigma Green Belt
Leadership/Accomplishments: Phi Delta Theta Risk Manager and 2015 State Champion in 4x800M
Interests: fitness, golf, cooking, investing, chess, trivia, gaming, and film