

Elias Eskind

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WORK EXPERIENCE

Raymond James

St. Petersburg, FL | October 2021 – Present

Senior Data Analyst (November 2023 – Present)

- Led the firm-wide Advisor Productivity Initiative; built and documented end-to-end pipelines to unify multi-source data and engineered features with rigorous QA/anomaly checks (SQL CTEs/window functions; Python/pandas)
- Trained/validated models, gradient-boosted trees (XGBoost), random forests, and k-means, using time-based cross-validation/backtests; applied SHAP to surface and communicate to leadership actionable drivers, and ran small holdout tests (Δ RMSE -0.02) to confirm lift and validity of model
- Productionized scheduled batch scoring and monitoring in AWS SageMaker; built an executive Tableau view and presented to the group president; results informed strategy and allocation decisions, randomized A/B test measured \$500M+ incremental net new client assets (FY2024)
- Co-led the firm's Tableau Steering Committee and partnered with Salesforce to scale governed BI standards and improve data accessibility across departments
- Automated a monthly reporting process, eliminated 50+ hrs/mo (from 50+ to <1) across inter-departmental teams; errors per cycle reduced by 90%: unified data from multiple business units and built a Python + SQL pipeline that generates deliverables and publishes them to SharePoint via API

Data Analyst (October 2022 – November 2023)

- Built and deployed a securities-based lending pricing stacked ensemble model (gradient-boosted trees + neural networks) to flag undervaluations, increasing incremental interest profit by \$10M+ annually
- Backtested the securities-based lending pricing approach on historical loans and stress scenarios before rollout; tracked post-launch lift against a simple baseline, decreased RMSE by 50 BPS
- Developed gradient-boosted models (LightGBM) to quantify drivers of client satisfaction and advisor engagement; insights guided executive decisions that improved operational efficiency

Data-Driven Insights Specialist (October 2021 – October 2022)

- Created and managed an enterprise executive-level Tableau dashboard covering clients, demographics, product usage, and KPIs to support real-time decision-making
- Formalized and deployed an ML model to identify high-value clients at risk of attrition, enabling targeted retention actions for executives

EDUCATION

University of Miami

Coral Gables, FL

Master of Science in Business Analytics

- **GPA:** 3.84/4, *Award of Academic Merit*
- **Coursework:** Machine Learning, Deep Learning, Time Series, A/B Testing, Linear Programming & Optimization, Experimentation, Regression, Model Evaluation/Monitoring

Bachelor of Science in Business Analytics and Minor in Biology

- **Coursework:** Database Management Systems, Data Visualization, Statistics, Excel Modeling

SKILLS, ACCOMPLISHMENTS, AND INTERESTS

Skills: Python (pandas, NumPy, scikit-learn), SQL (window functions, CTEs), ML (XGBoost, random forest, clustering, neural networks, Keras, SHAP, time-based CV, A/B testing), cloud/MLOps (AWS SageMaker, batch scoring, model monitoring); BI (Tableau, Power BI), Databricks, Redshift, R, Git; Achievements: Six Sigma Green Belt, Phi Delta Theta Risk Manager, and 2015 4x800m State Champion; Interests: fitness, golf, cooking, investing, chess, trivia, art, gaming, and film