

KOBE SARAUSAD

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EDUCATION

University of Washington

Bachelor of Science in Statistics: Data Science | GPA: 3.53/4.00

Seattle, WA

Sep 2019 – Aug 2023

EXPERIENCE

Seattle Mariners

Analyst, Revenue Insights

Seattle, WA

Oct 2022 – Present

- Developed predictive models for demand forecasting, ticket sales, and customer lifetime value using XGBoost, scikit-learn, TensorFlow/Keras, and Bayesian mixed-effects models with brms and rstanarm
- Built customer segmentation models using clustering and neural networks to predict fan engagement tiers across 100K+ accounts; designed Bayesian attendance models incorporating promotional effects, opponent strength, and temporal patterns
- Created promotion optimization system using linear programming with PuLP and lpSolve to maximize ROI across 81-game season
- Conducted queuing theory analysis using M/M/c models to optimize stadium scanner capacity and reduce wait times by 15%
- Produced PowerBI dashboards integrating data from SQL Server, Snowflake, and third-party APIs; automated workflows using Python and R, saving 10+ hours weekly

University of Washington

Data Science Intern

Seattle, WA

Sep 2022 – Aug 2023

- Built D3.js interactive visualizations to translate deep learning model results for non-technical stakeholders
- Fine-tuned LSTMs and transformers using TensorFlow and PyTorch on AWS SageMaker to forecast student academic performance
- Experimented with large language models via AWS Bedrock to build a student chatbot for academic recommendations
- Developed scalable data preprocessing pipelines using AWS S3 and feature engineering workflows for predictive modeling

Major League Baseball (MLB)

Analytics Intern

New York, NY

Jun 2022 – Aug 2022

- Created data dictionaries and performed data mapping for relational databases in Snowflake cloud warehouse
- Segmented MLB.tv customers using K-means and hierarchical clustering with scikit-learn to enhance marketing campaigns
- Automated reporting workflows in R using R Markdown, knitr, and parameterized reports, reducing manual time by 40%

PROJECTS

NBA MVP Prediction | *R, NLP, Machine Learning*

- Predicted NBA MVP combining season statistics with Reddit sentiment analysis using tidytext; implemented ensemble models with randomForest and XGBoost achieving 85% accuracy

Projecting Crime Frequency (Datathon 2023) | *D3.js, Deep Learning*

- Compared LSTM and temporal convolutional networks using TensorFlow/Keras; authored interactive D3.js dashboard visualizing model performance and spatial distribution

KPI Dashboard (Court1 Consulting) | *R Shiny, AWS, API Integration*

- Integrated Stripe and Toast APIs with AWS Lambda and S3 for automated ETL pipelines processing hundreds of daily transactions; created R Shiny dashboards with real-time KPI tracking and automated alerts

SKILLS

Languages: R, Python, SQL, JavaScript, HTML/CSS

ML Frameworks: TensorFlow/Keras, PyTorch, scikit-learn, XGBoost, LightGBM, CatBoost

Python: pandas, numpy, scipy, statsmodels, matplotlib, seaborn, PuLP, transformers

R: tidyverse, data.table, caret, brms, rstanarm, lme4, shiny, ggplot2

Tools: Jupyter, RStudio, Git, Docker, Tableau, PowerBI, D3.js, Excel

Cloud: AWS (Lambda, S3, EC2, SageMaker, Bedrock), Azure, Snowflake, SQL Server