

Benjamin Hayes

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WORK EXPERIENCE

Databricks | Senior Strategic Solutions Architect | Boston, MA

May 2022 – Present

- Lead strategic Fortune 200 customers to select Databricks as centerpiece of data architecture, commit to multi-year enterprise contracts, and consume Databricks through mission critical ETL, BI, and AI/ML workloads
- Build customer champions with key decision-makers including C-level executives through trust-based relationships
- Elicit customer pain points and expectations while leading pre-sales discovery conversations
- Design solutions positioning Databricks and Azure/AWS/GCP cloud services factoring in best practices, business requirements, and technical constraints to win technical validation throughout sales cycle
- Collaborate with sales, engineering, product, and partner teams to identify and close product gaps within the Databricks platform including the open source ecosystem (Apache Spark, Delta Lake, and MLflow)
- Expand partner network by finding mutual value and demonstrating technical, industry mastery; e.g., AVEVA
- Foster Manufacturing, Logistics, & Energy industry vertical growth by mentoring junior architects, developing reusable demos/presentations, and conducting technical interviews with candidates

McKinsey & Company | Senior Data Scientist | Boston, MA

Jul 2019 – May 2022

- Led a data science team to build prediction and optimization pipelines on Azure for energy/utility company which increased equipment reliability (e.g., reduced outages) by 4-8% depending on operating company and asset class
- Led a data science team to train predictive model on Azure Databricks for a global chemical supplier which identified bottlenecks earlier and increased production run rate by 11%
- Built a production-ready prediction and stochastic optimization pipeline on Google Cloud for a global materials client which resulted in an annualized uplift of 6%, estimated savings between \$12-15M annually
- Partnered with client executive and senior leaders, analytics, and IT teams to build client data capabilities
- Mentored junior data scientists to deliver impactful, actionable results and master technical data science skills
- Performed research and statistical analysis for McKinsey.com industry research articles

Carnegie Mellon University | Graduate Teaching Assistant | Pittsburgh, PA

Jan 2018 – May 2019

- *Big Data & Large-Scale Computing*: Coached students as they learn Spark, MLlib, and GraphX libraries
- *Data Science & Big Data*: Mentored students as they apply Spark and data science methods on large datasets
- *Database Management*: Ensured students develop advanced SQL, relational algebra, and database design skills
- *Data Focused Python*: Developed assignments to teach students how to analyze data with Python, Pandas

American Civil Liberties Union | Graduate Data Scientist Intern | New York, NY

Jun 2018 – Nov 2018

- Provided Executive Director with financial projections using ARIMA time-series forecasting in R Shiny dashboard
- Enhanced nationwide advocacy efforts by analyzing 260M rows of voter data, 70M rows of Salesforce data, and by training voter turnout and party registration predictive models with Python and SQL
- Analyzed email campaign performance to improve key metrics: deliverability, click and conversion rates

Deloitte Consulting | Technology Consultant | Harrisburg, PA

Jul 2013 – May 2017

- Facilitated requirement sessions, workshops to lead key client stakeholders to reach important decisions
- Analyzed impacts of business process changes on three custom-developed applications combining for over 1,250 screens, 215 reports, and 46,500 active monthly users
- Led teams of developers and testers ranging in size from 4 to 14 people to implement design changes

EDUCATION

Carnegie Mellon University | M.S., Applied Machine Learning | 3.98 GPA

Aug 2017 – May 2019

Pennsylvania State University | B.S., Information Sciences & Technology | 3.70 GPA

Jun 2009 – May 2013

SKILLS & EXPOSURE

Programming Languages: Python, SQL, R, PySpark, Java, Scala, JavaScript, Matlab, HTML/CSS, Bash

Tools and Frameworks: AWS, Azure, GCP, Git, PyTorch, TensorFlow, Sci-kit Learn, Pandas, Databricks