JOSEPH DAVIN
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technical Fluent in R, SQL, HiveQL; Familiar with Python, SAS, PERL, VBA, Unix environments; CFA Level 1

experience

2017-present **TWO SIX CAPITAL** **SAN FRANCISCO, CA**
Head of Data Science
Developed and executed on data science approaches for advisory and co-invest opportunities in private equity
- Forecast revenue growth and customer lifetime value based on customer-level transaction data of retail and technology companies
- Built predictive models (e.g., churn prediction, recommendation system) with machine learning in Python and R
- Recruited, trained, and managed a team of data scientists to support due diligence and value creation projects
- Coordinated data engineers to roadmap and build data science infrastructure, tools, and processes

2015-2017 **FACEBOOK** **MENLO PARK, CA**
Quantitative Researcher, Marketing Science R&D
Led marketing research and product development in ads effectiveness and measurement
- Developed machine learning models on experimental data; led engineers to build ads measurement products
- Managed quantitative and methodological development of third party ads measurement solutions, including digital and TV advertising measurement for online and offline sales

2014-2015 **FACEBOOK** **MENLO PARK, CA**
PhD Intern, Core Data Science; Researcher, Core Data Science
Built custom models of customer acquisition, churn, and engagement using regression models for Internet.org
- Queried and visualized user network mobile behavior using Hive, R, and ggplot2

2007-2009 **BARCLAYS BANK** **LONDON, UK**
Associate, Strategy & Planning
Responsible for strategic planning for global consumer and business banking including industry analysis, market sizing, financial modeling, economic review, and competitor analysis
- Developed and stress-tested business cases for retail banking and consumer finance market entry
- Researched and forecasted global banking revenues used in Board of Directors and investor presentations
- Built and refined activity-based costing and customer profitability models for Barclays Commercial Bank

2007-2008 **FAIR ISAAC CORPORATION** **SAN RAFAEL, CA**
Analytic Scientist
Developed and validated mathematical models of risk, revenue, and loss for international banks
- Developed predictive models in customer acquisition, risk assessment, direct mail revenue optimization for top banks in the US, Canada, Latin America and China
- Created core training material for technology transfer to international clients

education

2009-2015 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
Doctorate in Business Administration. Awarded HBS dissertation completion grant, 2014. Selected coursework: Microeconomics, Econometrics, Probability Theory, Bayesian Statistics, Data Science
Doctoral Fellow: INFORMS Marketing Science Conference (2012), Yale Marketing-IO Conference (2011), Duke Quantitative Marketing and Structural Econometrics Workshop (2010)

2006-2007 **IMPERIAL COLLEGE** **LONDON, UK**
Master in Business Administration. MBA Bursary Award; 2nd in the Imperial College Business Plan Competition.

2002-2004 **UNIVERSITY OF CALIFORNIA, BERKELEY** **BERKELEY, CA**
Master of Arts degree, in Biostatistics. Awarded Departmental Block Grant Award for academic performance.

1998-2001 **UNIVERSITY OF CALIFORNIA, BERKELEY** **BERKELEY, CA**
Bachelor of Arts degree, in Statistics.

publications Harvard Business School Case Study “BBVA Compass Bank: Marketing Resource Allocation”; Harvard Business School Publishing Core Curriculum “Customer Management” & “Digital Marketing”; Working papers: “Peer Influence in Mobile App Adoption”, “Zero Rating of Digital Media on Mobile Networks”