ANDREW W. WHITE

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SUMMARY

MSBA candidate at UT Austin (May 2026) focused on machine learning, data science and data analytics, building end-to-end analytics projects from data cleaning and modeling to communicating insights clearly. 3+ years in sales and account management at Oracle NetSuite and Ooni, using data to drive growth strategy and measurable outcomes. Now seeking data analyst/data science roles where analytics drives real world decisions and impact.

EDUCATION

The University of Texas at Austin   May 2026
Master of Science, Business Analytics
- *Coursework Includes:* Advanced Machine Learning, Data Science Programming, Information Management, Optimization II, Unstructured Data Analytics, Sports and Performance Analytics.

College of Charleston|Charleston, SC   May 2021
Bachelor of Science in Business Administration
- ImpactX Accelerator Tech Startup Accelerator: Team achieved first place in pitch competition

TECHNICAL SKILLS

- **Programing:** Python, SQL, R
- **Tools:** Tableau, Snowflake, Excel, Git
- **Libraries:** Pandas, NumPy, scikit-learn, Matplotlib, TensorFlow, PyTorch, NLTK, Selenium
- **Certifications:** Complete Python Bootcamp (Udemy), 2024. Complete SQL Bootcamp (Udemy), 2023

PROFESSIONAL EXPERIENCE

Applied Machine Learning MSBA Capstone – Augmented AI - Austin, TX
Data Scientist – MSBA Capstone   January 2026 – Present
- MSBA Capstone partnering with Augmented AI, focusing on radiology AI using lumbar spine MRI data to screen for severe spinal canal stenosis.
- Developing and evaluating deep learning models for automated screening workflows (*in progress).*
- Building the evaluation framework (sensitivity/recall, ROC-AUC) and threshold selection for clinical screening use cases.

Ooni - Austin, TX
Account Manager   September 2023 – July 2025
- Owned $22M in annual sales across 8 national accounts, partnering with stakeholders and using POS and performance data to support growth strategy.
- Conducted weekly POS analysis to uncover sales trends, optimize SKU mix, and guide sales strategy for major retail partners.
- Designed and launched ACE Hardware bundles using POS insights— resulting in an initial load of 6,000 units ($2.1M in sales).
- Built monthly/quarterly performance reporting and forecasting to track KPIs and present growth opportunities.

Oracle NetSuite - Austin, TX
Account Manager, Channel Organization   January 2023 - September 2023
- Managed a portfolio of SMB/enterprise accounts, tracking performance metrics, renewal timelines and growth opportunities across stakeholders.
- Built and maintained pipeline tracking and forecasting to monitor deal progress, prioritize outreach and support revenue planning
- Analyzed customer usage trends and feedback to drive post-sales strategy, increasing adoption and retention – contributing to $500k in annual revenue growth.
- Led quarterly and annual business reviews using historic account data to identify performance gaps and business opportunities.
- Collaborated cross-functionally with solution consultants to translate client feedback into system improvements.

Business Development Representative   January 2022 - December 2022
- Generated $1.2M in pipeline and $507K in ARR through strategic outreach; recognized as #1 MVP in BDR Program (Q4 FY22)
- Used CRM analytics and ZoomInfo to analyze 400+ accounts, identify expansion signals, and prioritize high-probability opportunities.
- Quota Attainment: Surpassed sales targets in all 4 quarters -Q3 FY22 (100%), Q4 FY22 (204%), Q1 FY23 (134%) Q2 FY23 (103%)