

# RYAN COPE

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## PROFESSIONAL EXPERIENCE

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Elevate Analytics LLC.

**Founder**

2023 – Present

- Led inventory reconciliation project for \$100M+ annual revenue company, covering over 400M transactional records, resolving accounting deficiencies & boosting profitability
- Currently developing a lead acquisition pipeline for a startup in the medical field

Driven Brands Inc.

**Director, Analytics | Manager, Analytics**

2020 – Present

I lead business intelligence, data operations & advanced analytics initiatives, supporting over 1,000 locations & \$600M in revenue for the Platform Services vertical of Driven Brands.

- Led overhaul of pricing optimization strategy, improved average selling price by 50%, maintained conversion rates, and delivered \$40M worth of annual revenue
- Designed & developed a collated, normalized data model for the entire organizational spend, improving procurement decisions & ensuring compliance
- Spearheaded the growth of the company's analytics department (by 3x), established best practices in project management & documentation (Atlassian), version control (GitHub)
- Awarded Employee of the Quarter in Q2 of 2020 - developed a franchise budget & cash flow forecasting tool, preventing location closures & mitigating the impact to profitability

**Senior Analyst**

2017 – 2020

- Increased annual revenue by \$8M, while saving franchisees 10+ hours each week by implementing a genetic algorithm to optimize purchasing decisions
- Minimized stocking models by 10% and increased fill rates by 1% through redesign of sales forecasting & inventory optimization
- Designed & engineered a cloud-based data pipeline, ingesting billions of records from on-premise servers & external APIs via Apache Airflow & Google Cloud Platform

**Data Analyst**

2015 – 2017

- Lead analytics supporting multiple successful initiatives for new product development & rollout to franchise network
- Designed & developed new data models, repositories & metrics to standardize measurement of business operations
- Streamlined business insights & automated internal reporting by implementing an enterprise BI suite (Qlik)

Uber Technologies

**Data Engineer (Consultant)**

2019 – 2020

- Developed a B2B lead generation pipeline for multiple successful initiatives, identified over 200k targets, calculated CLV & funneled to Salesforce

## SKILLS

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- **Skills:** Data Modeling, Business Intelligence, Data Engineering, Software Development
- **Software:** Google Cloud, Apache Airflow, Qlik SaaS, Atlassian Suite (JIRA + Confluence)
- **Languages:** Python, SQL, C#, Javascript, R, C++
- **Other:** Eagle Scout - Boy Scouts of America (2014)