

# JOSEPH C. WANKELMAN

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## **ORGANIZATIONAL LEADER | BUSINESS STRATEGIST | DATA ANALYST | AI GOVERNANCE**

With 14 years of military program management and 10 years as a business strategist, complemented by 7 years in data analytics and 2 years in AI Governance, I excel at transforming complex datasets into actionable insights that drive operational efficiency and profitability. My expertise in sentiment analysis, machine learning, and strategic cash flow analysis ensures organizations surpass performance benchmarks, secure competitive advantages, and adapt to evolving market dynamics. As a leader in AI Governance, I have successfully shaped policies and aligned AI systems with organizational objectives, navigating high-stakes environments with precision. My strategic initiatives and data-driven leadership consistently optimize resources, streamline operations and fuel revenue growth. I am dedicated to delivering results that uphold the highest standards of excellence and integrity.

## **TECHNICAL SKILLS & CERTIFICATIONS**

**Programming Languages:** SQL | NoSQL | Python

**ML/DL/Statistics:** Regression | Classification | A/B Testing | ANOVA | t-test | Data Mining

**Library/Framework:** Pandas | Numpy | Matplotlib | ETL

**OS/Cloud:** Linux | AWS | Azure

**Tools & Applications:** Tableau | PowerBI | Oracle | GITHUB | Asana | Jira | Excel | ArcGIS

**Data Governance & Management Skills:** Data Quality | Data Integrity | Data Security | Data Stewardship | Regulatory

**Communication & Leadership:** PMP | Stakeholder Management | Cross-functional Collaboration | Strategic Planning

**Certifications:** Machine Learning Specialization, *Stanford University* | Structured Query Language (SQL), *University of Colorado* | Data Analyst Certification, *Google* | Project Management Professional, *Syracuse University*

## **PROFESSIONAL EXPERIENCE**

### **Data Scientist Intern**

Braver Angels | 733 Third Ave, 16th Floor New York, NY

*January 2024 – Present*

Salary: \$0.00

- Drove a 10x membership increase and enhanced organizational valuation by utilizing Python, SQL, and regression models to identify key drivers of subscriber growth, applying strategic decision-making and analytical thinking.
- Optimized marketing strategies by conducting multivariate analysis, including A/B Testing and ANOVA, on 15+ factors influencing subscriber spikes, resulting in a 25% boost in outreach effectiveness, showcasing problem-solving and data-driven decision-making.
- Improved membership growth predictions by leading data collection and ETL integration from 10+ sources using Pandas and Numpy, reinforcing data quality and integrity through attention to detail and technical expertise.
- Enhanced forecast accuracy by 20% through collaboration with cross-functional teams using Tableau, PowerBI, and Jira, refining data-driven initiatives and deepening insights into key performance drivers, demonstrating teamwork and effective communication.
- Boosted subscription growth tactics by 30% by creating data visualizations and reports with ArcGIS, effectively communicating complex findings to stakeholders, and supporting long-term valuation, applying leadership and presentation skills.

### **Business Consultant**

Various Clients | 428 201<sup>st</sup> St Sw Lynnwood, WA

*October 2018 – Present*

Salary: Varied

- Boosted voter turnout by 20% for Julieta Altamirano's Election Campaign through SQL-based geospatial analysis in ArcGIS, optimizing marketing strategies and resource allocation to enhance campaign valuation. Demonstrated strategic thinking and team collaboration.
- Revamped operational efficiency at Bone Frog Coffee by integrating Oracle analytics and Lean Six Sigma, achieving a 15% cost reduction and a 300% surge in customer acquisition, driving a 30% boost in enterprise value. Applied critical thinking and problem-solving skills.
- Increased digital engagement by 200% and donations by 150% for Let's Sack Cancer through a data-driven marketing strategy using advanced segmentation and statistical analysis (ANOVA, t-tests), highlighted by a \$50K NASCAR co-branding initiative. Utilized creativity and analytical thinking.
- Led a CRM overhaul for Operation Military Family, improving data accuracy by 40% and operational efficiency by 50%, while doubling social media engagement and expanding outreach to 1,000+ military families, significantly increasing organizational value. Showcased leadership and communication skills.

### **Data Analyst / Co-Founder**

KIKO | 428 201<sup>st</sup> St Sw Lynnwood, WA

*November 2022 – January 2024*

Salary: \$0.00

- Architected the transformation of 1,000+ Adverse Childhood Experiences (ACEs) interviews into structured, analyzable datasets using advanced sentiment analysis methodologies, driving data-driven insights while ensuring compliance with AI governance and integrity standards.
- Pioneered the implementation of A/B testing and machine learning algorithms on sentiment analysis models, achieving a \$127K cost reduction and enhancing predictive accuracy, which directly influenced strategic market positioning and elevated the company's valuation.
- Constructed a high-efficiency ETL pipeline and data warehouse leveraging Pandas and Numpy, resulting in a 37% improvement in data processing speed and accuracy, thus enabling more timely and precise trend analysis that strengthened the organization's competitive edge.
- Led a strategic data partnership with Stop Soldier Suicide, deploying Tableau and data dashboards for advanced data visualizations, which informed critical patient care decisions and amplified the effectiveness of trauma intervention strategies, reinforcing the organization's mission and expanding its impact.

### **Data Analyst Apprentice**

Amazon | 12822 SE 32nd Street, Suite 200 Bellevue, WA

*November 2022 – April 2023*

Salary: \$95,000

- Optimized supply chain forecasting by designing and implementing a Python-based ETL pipeline with API integrations, reducing data analysis time by 30% and enabling faster, data-driven decision-making. Applied insights from Stanford's Machine Learning Specialization to enhance predictive modeling, showcasing adaptability and strategic thinking in a fast-paced environment.
- Increased product profitability by \$4,750 per month through a targeted UI/UX redesign informed by advanced market research. Leveraged knowledge from Google's Data Analyst Certification to refine data management processes with Amazon DynamoDB, improving user engagement, accelerating data retrieval by 15%, and reducing costs through scalable cloud-based solutions.
- Boosted decision-making speed by 4% with the development of dynamic Tableau dashboards, translating complex metrics into actionable insights that streamlined product team strategies. Demonstrated emotional intelligence, effective communication, and strong leadership in collaborating with cross-functional teams to achieve organizational goals.

### **AH-64 Apache Maintenance Test Pilot / PMP**

United States Army | 2140 Liggett Ave Fort Lewis, WA

*June 2000 – September 2016*

Salary: \$135,000

- Secured a \$1.9 billion contract for the AH-64E model by leading the Boeing AH-64 Block III prototype evaluation, applying PMP-certified project management methodologies like Earned Value Management (EVM) and critical path analysis, demonstrating strategic leadership and collaboration to boost defense program capabilities and valuation.
- Maintained a flawless safety record by implementing rigorous data quality protocols and risk management frameworks, ensuring zero incidents across the maintenance of eight \$45 million helicopters, and leading a 43-member team with strong regulatory compliance, showcasing my commitment to safety and effective team management.
- Elevated operational readiness to 93% by collaborating with Boeing on resource leveling and process optimization, leveraging advanced data analysis techniques and technical expertise to enhance helicopter efficiency, driving successful project outcomes, and increasing the program's value.
- Strengthened international military alliances as AH-64E Apache Pilot in Command through strategic planning, cross-functional collaboration, and data-informed decision-making, resulting in successful mission outcomes, recognition from senior Army leadership, and the application of emotional intelligence and leadership in high-stakes environments.

## **EDUCATION**

**Master of Science: Data Analytics and Policy - Statistical Analysis**

Johns Hopkins University, Washington DC | GPA: 4.00 | 2025

**Postbaccalaureate Studies: Data Science - Machine Learning**

California Institute of Technology, Pasadena, CA | GPA: 3.88 | 2023

**Bachelor of Arts: Business Administration - Marketing**  
University of Washington, Bothell, WA | GPA: 3.56 | 2022

**VOLUNTEER EXPERIENCE**

**Commissioner for Snohomish County**

Snohomish County | Lynnwood, WA

*February 2024 – Present*

- Utilizing in-depth analysis of regional compensation trends and responsibilities of elected officials, I contribute to setting fair and competitive salaries, ensuring Snohomish County remains a leader in good governance and fiscal responsibility.
- Championed strategic policy development that streamlined budget allocations, leading to a 15% increase in funds allocated for critical county services while maintaining fiscal responsibility and transparency.

**PNW Chapter President / Veteran Mental Support Coach**

Xtreme Couture Foundation | Lynnwood, WA

*May 2018 - Present*

- Provided personalized coaching to veterans, utilizing deep military insights to foster resilience and promote well-being, enhancing the quality of life for individuals facing mental health challenges.
- Implemented evidence-based practices to empower veterans in navigating mental health issues, supporting recovery, and driving systemic changes in mental health advocacy within the veteran community.
- Led mental health initiatives, cultivating a proactive environment for advocacy and improving support networks for veterans, ensuring sustainable long-term benefits.

**Motivational Speaker**

American Legion Post 234 | Seattle, WA

*Jan 2018 - Present*

- Delivered compelling presentations as a seasoned public speaker, blending storytelling with actionable insights to inspire personal and professional growth among veterans and community members.
- Advocated for veteran welfare, leveraging extensive military leadership experience to drive initiatives and partnerships that transform challenges into opportunities, fostering resilience in veteran communities.
- Catalyzed significant partnerships and programs, using motivational speaking to spark change and improve the lives of veterans through enhanced support and community engagement.

**Commander**

American Legion Post 234 | Mountlake Terrace, WA

*June 2019 – June 2023*

- Successfully led Post 234 through challenging times by leveraging comprehensive leadership skills, crisis management strategies, and effective communication, ensuring operational continuity, team resilience, and sustained organizational growth.
- Implemented community outreach initiatives that increased Post membership by 15% and boosted volunteer participation by 25%, strengthening the Post's engagement and support within the local community.

