JULIAN MERCER

SENIOR DATA SCIENTIST

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PROFESSIONAL SUMMARY

Senior Data Scientist with 12+ years leading demand forecasting, pricing, and experimentation programs for large retail and cloud businesses. Sets modeling strategy, guides a team of scientists, and ties technical work to revenue decisions for executives.

CORE SKILLS

Demand forecasting | Bayesian modeling | Experiment design | Causal inference | Pricing analytics | Python | R | SQL | Spark | Time series | Team leadership | Mentoring | Stakeholder strategy | Model governance | Hiring

PROFESSIONAL EXPERIENCE

Senior Data Scientist Mar 2020 - Present
Amazon, Seattle, WA

- Lead a team of six scientists on a regional demand forecast that cut overstock cost by 8% across 200 fulfillment nodes.
- Set the team's experimentation standard, including power checks and guardrail metrics, and reviewed 40 launch decisions in two years.
- Presented a pricing elasticity study to a vice president, and the findings reshaped the promotion calendar for two product lines.
- Hired four scientists and run a monthly modeling review where each model owner defends assumptions and a monitoring plan.
- Worked with engineering to move the forecast onto a managed training platform, shortening retraining from five days to one.

Data Scientist Jun 2017 - Feb 2020

- Built a Bayesian hierarchical forecast for low-volume items that improved accuracy by 12% on the long tail of the catalog.
- Designed a holdout experiment for a delivery promise change and measured a small lift in conversion across 3 million sessions.
- Wrote a shared Python package for backtesting that five teams adopted, replacing separate scripts with one reviewed tool.
- Partnered with supply chain engineers to set service-level targets, trading a small inventory increase for fewer stockouts on key items.

Data Scientist Aug 2014 - May 2017
Microsoft, Redmond, WA

- Modeled churn for a subscription cloud product using survival analysis and shared risk lists with the customer success group.
- Ran uplift tests on onboarding emails and found a segment where messages lowered retention, so the team stopped sending to it.
- Built executive dashboards for Azure usage trends in Power BI, and leaders used them in monthly business reviews.
- Trained new analysts on regression diagnostics and experiment design through a short internal course.
- Cut model refresh time for the usage forecast by moving training to a scheduled Azure ML pipeline with checks on input drift.

EDUCATION

M.S. in Applied Mathematics, Columbia University, New York, NY

CERTIFICATIONS

AWS Certified Machine Learning - Specialty | Certified Analytics Professional (CAP)