Lewis Warne

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EDUCATION: **Stanford School of Engineering, Stanford CA** **Expected Graduation: March 2020**
M.S. in Mathematical and Computational Finance at ICME

University of Texas at Dallas, Richardson, Texas **Graduation: May 2015**
B.S. in Finance and Economics
GPA 3.97/4.0

RELEVANT COURSEWORK:

- Fall 2018 – Numerical Linear Algebra, Software Development, Statistical Methods in Finance
- Winter 2019 – Optimization, Advanced Software Development, Mathematical Finance
- Spring 2019 – Stochastic Methods in Engineering, Parallel Computing (MPI, openMP, CUDA), Statistical and Machine Learning Approaches to Problems in Investment Management

CURRENT SKILLS:

- Experienced in SQL, R, Excel, Alteryx
- Proficient in Python, SAS, ArcGIS, Matlab

PROFESSIONAL EXPERIENCE:

Maxim Integrated – Senior Pricing Analyst *June 2015 – August 2018*

- Leadership
  - Introduced SQL and Alteryx to the pricing team and mentored four analysts into efficient users. My team automated over 60 hours of work per week and eliminated 7 types of price defects through automated reporting.
  - Managed 30 negotiations per year by coordinating a cross functional team of sales, operations, and business units to achieve lower total price reductions three years in a row
  - Drove major change in the operations organization by identifying a pricing approval process with weak controls and many defects, developing a solution, obtaining consensus from the global ops. team, and then deployed the process with training in the America, Europe, and Asia offices.
- Analyst
  - Recommended annual negotiation strategy to C-level executives for $1.1B of annual revenue based on a model I developed to minimize profit loss based on the customer's revenue profile, forecasted growth, and negotiation history
  - Leveraged >10M observation transaction history with SQL and Alteryx to implement a segmentation and differentiation pricing strategy for our long tail products and customers
  - Created data driven arguments that I presented to customers in face to face negotiations, effectively reducing price reductions, sometimes to 0%, without harming B2B relationship or going on design ban
  - Performed basic hypothesis tests on quote and transaction data to discover price elasticity which was used to set new published list prices with the goal of profit maximization.

National Center for Policy Analysis – Research Associate *Fall 2012, Summer 2013*

- Published four papers on public and economic policy written to an 8th grade level, two as first author and two as second author, including two article using statistical analysis.
- Contributing writer for the NCPA Education Reform Blog, 15 posts

ADDITIONAL EXPERIENCE:

- Undergraduate Senior Thesis: "Exploring Short Term Reversals in Stock Returns" *Fall 2014*
  - Used SAS and MATLAB to analyze and combine data sets over 2 million observations
  - Mapped portfolio return structure over time using daily data