# JACQUELINE LEE

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## EDUCATION

**UC San Diego | B.S. in Data Science**, Minor in Economics, Minor in Business          Graduated: Mar 2023
- **GPA**: 3.957 | **Honors:** Magna Cum Laude, Provost's Honors 10/10 Quarters
- **Certifications**: AWS Certified Cloud Practitioner | **Leadership**: Bessemer Venture Partners Fellow (1/20)
- **Courses**: Practice of Data Science (**Python**), Machine Learning, Data Management (**SQL**), Data Visualization, Data Analysis, Systems for Big Data (**Spark, Hadoop**) Deep Learning, Fairness in AI, Business Analytics

## WORK EXPERIENCE

***AI and Machine Learning Ops Solutions Engineer – Enterprise Accounts***          San Francisco, CA
**IBM**          Sept 2023 - Oct 2025
- Drove $9M+ in software deployment, ~$1.6M in software sales, and ~$840K in SaaS and services sales of AI and Automation products across enterprise, Fortune 500 accounts in technology and retail industries.
- Proved technical value in pre-sales and post-sales by delivering client demos and presentations, designing architectures, and developing proofs of concept of AI solutions that identified ~$2M in sales opportunities.
- Engineered and demoed proof of concept AI agent with custom integrations and tools (**prompt engineering, Python, APIs**) for large tech company, leading to $200K+ in SaaS usage and services deal.
- Expanded software adoption at Fortune 10 retailer ahead of Enterprise Licensing Agreement , making AI and Automation portfolio 30% of total $XM ELA and over-achieving SaaS quota (105% attainment).
- Collaborated across Customer Success, Product, and Marketing to execute sales plays and deployment.

***Software Engineer Intern***          Remote
**BallerTV**          Jun 2022 - Aug 2022
- Built scalable data pipeline (**Ruby**) to clean, extract, and calculate statistics for 1 million games with **Generative AI API** integration to create custom headlines for subscribers; pre-cursor to GPT application.
- Designed **SQL dashboards** empowering data-driven decision-making for leaders around travel costs.
- Automated workflow with **APIs** and **Ruby on Rails** to message contractors about schedule changes.

***Data Science Intern***          Remote
**TE Connectivity**          Jun 2021 - Jun 2022
- Analyzed deep learning forecast model results (**Pandas**) and identified 1,000+ highly accurate parts making $300M+ in sales to promote adoption of cost-saving forecast model in presentations for C-suite executives.
- Developed **Python** automated fuzzy matching algorithm that improved accuracy by 50%, was adopted on 2 projects used by 5 departments, and maps predictions to actual sales for marketing campaign tracking.
- Implemented statistical randomization methodology (**Python**) for A/B testing, reducing manual labor.
- Created data pipelines to map AI predictions to actual sales data for campaign performance tracking.

***Data Science Tutor***          San Diego, CA
**UCSD Halıcıoğlu Data Science Institute**          Oct 2020 - Mar 2023
- Taught 500+ students in **Python** and **Java** programming through tailored guidance in 4 weekly office hours.
- Created quizzes and coding assignments on algorithms, data structures and resolved student questions.

## SKILLS

**Programming Languages**: Python, SQL, Java, Ruby (Rails), JavaScript
**Data and AI**: PostgreSQL, Spark, Prompt Engineering, AI Governance, Model Development
**Python Libraries**: Pandas, scikit-learn, PyTorch, PySpark, NumPy, Matplotlib, IBM watsonx SDK
**Tools and Platforms**: Salesforce, Git, Bash, Jupyter Notebooks, Docker, Amazon SageMaker, Excel, PowerPoint
**Sales**: Technical Presentations, Pre- and Post-Sales Cycles, Value-Based Selling, LinkedIn and Email Prospecting