

ALEXIS WEILL

weillalexis@gmail.com | (786) 447-6568

EXPERIENCE

Instacart, Data Science, San Francisco, CA

Data Science Manager - Value, Pickup (Consumer)

June 2022 – Present

- Leading data science team for Value and Pickup pillars, supporting an organization of ~50 engineers, working closely with cross-functional partners to drive growth and improve user experience through product changes
- The team runs experiments (A/B tests), develops new metrics and dashboards, as well as deep-dive analysis
- Team supports launches of new features including new payment processors and payment methods in order to increase conversion and reduce cost of payments for the \$XX billions processed by Instacart yearly
- Currently leading cross-functional (DS, ML/Econ, BizOps, UXR) initiative to understand affordability at Instacart and inform our pricing and savings strategy through quantitative and qualitative methods

Data Science Manager - Dependability (Consumer)

Jan 2022 – June 2022

- Led data science team for Dependability pillar, responsible for order quality and customer satisfaction
- Partnered on strategic pivot with cross-functional team to drive growth through dependability efforts, leading to \$XXX millions in incremental GTV run rate and \$XX millions of annual savings through appeasement optimization

Data Science Lead - Value (Consumer)

Mar 2021 – Jan 2022

- 1st DS hire for Value pillar, spanning across consumer payments, fraud, pricing and discounts
- Drove \$X millions of annual savings per order through payment optimizations and fraud reduction
- Supported EBT SNAP through 5x growth in revenue, representing \$X billion annual GTV run rate
- Team launched Paypal integration, including optimizing marketing campaigns

Lyft, Data Science, San Francisco, CA

Founding Data Scientist / Data Science Manager - Self-driving division

May 2018 – Mar 2021

Lyft's self-driving division (~300 engineers) was pursuing a first-party and third-party strategy - we were developing a self-driving system from scratch as well as partnering with top autonomous vehicle companies

- Founded and managed the data science team for self-driving division to help drive better decision making
- Designed north-star metrics for organization, including metrics to evaluate autonomy performance
- Developed tools to support validation of new machine learning models
- Established launch and expansion plans for pilots with our partners (Waymo and Motional, fka Aptiv)
- 2 patent granted in self-driving space: US20200286309A1 and US20200311846A1

Data Scientist / Data Analyst - Rideshare (Enterprise/Partnerships/Payment/Fraud teams)

Mar 2016 – May 2018

- Developed business case for the use of autonomous vehicles and go-to-market strategy
- Performed analysis that led to: increased new user retention, lower payment processing cost, millions of fraud savings, and unlocked growth of our enterprise channels
- Worked cross-functionally with product, engineering, strategy and finance teams

EDUCATION

Stanford University, Stanford, CA

Sept 2014 – Mar 2016

Master of Science in **Management Science and Engineering**

Teaching Assistant: *Entrepreneurial Management and Finance, Technology Entrepreneurship, Operations Strategy*

University of Florida, Gainesville, FL

June 2009 – May 2014

Bachelor of Science in **Industrial and Systems Engineering** with a minor in **Business Administration**

LANGUAGES

Proficient: SQL | *Intermediate:* Python, JavaScript