pybrunet.com **PIERRE-YVES BRUNET, PhD** py@pybrunet.com

PROFILE SUMMARY

- **Over 20 impactful years** in leading cross-functional teams to refine business operations, design risk management and process frameworks, and increase revenue and profitability, while optimizing project budgets and minimizing risk
- **Proven success** in the design and launch of products and services, and in championing innovative analytics projects across Fortune 500 organizations
- **Self-starter**, proactive learner, and enthusiastic team player who thrives in dynamic and fast-moving environments
- **Adept in bridging the gap** between senior executives, technical staff, business operations, strategy, and data science
- **Multilingual** with professional experiences in the USA, the Caribbean, Mexico, and Europe. Citizen of the USA

KEY SKILLS

- Staff management, global team building
- Strategic planning, new product development
- Predictive analytics, behavioral targeting
- Financial modeling, business intelligence
- Machine learning, generative AI, e-commerce
- Digital transformation, process improvement
- Building dashboards, reporting frameworks

- Credit analysis, pilot studies, forecasting, insight generation
- Risk management, policy optimization, governance
- Data standardization, metrics development, automation
- Logistics, strategy implementation, performance tracking
- Problem structuring, data mining, customer journey analysis
- Matrix organizations, startup settings, global team structure
- Asynchronous, in-person, hybrid, remote, multiple time zones

SUMMARY OF ACHIEVEMENTS

STRATEGIC CONSULTANT AND TECHNICAL ANALYST - SELF EMPLOYED 2024–2025
- **Enhanced** the development of Artificial Intelligence platforms, through collaborations with top-tier AI labs
- **Coached** clients to boost 2-3 month ROI of their trading portfolios **(>50%)**, through expert technical analyses

ASSOCIATE DIRECTOR, PREDICTIVE ANALYTICS - FINANCIAL PLANNING AND ANALYTICS SERVICES
VERIZON – CORPORATE FINANCE, NEW YORK, NY, USA (IN-PERSON / HYBRID / REMOTE) 2022–2024
- **Spearheaded** analytics projects, directed employees, managed cross-functional teams, and implemented business methodologies and strategies, to safely increase the profitability **(>15%)** of many segments of the wireless business

Sample Projects & Recognitions
- Credit Policy Optimization (**USD 800+ million** incremental revenue); Deep Dive on Digital Journey of Prospects (**USD 200+ million** incremental revenue); Behavior of Customers, from application stage to end of relationship; Comprehensive Cash Flow Analysis for Customers on a Device Payment Loan; Channel Profitability Analysis
- Winner of Verizon Credo Award, Top performer on FP&A team

SENIOR MANAGER, PREDICTIVE ANALYTICS - BUSINESS ANALYTICS CENTER OF EXCELLENCE
VERIZON – CORPORATE FINANCE, NEW YORK, NY, USA (IN-PERSON / HYBRID / REMOTE) 2018–2022

PRINCIPAL - INVESTMENT VALUATION AND OPTIMIZATION
VERIZON – CORPORATE FINANCE, NEW YORK, NY, USA (IN-PERSON / HYBRID) 2016–2018

ASSISTANT VICE PRESIDENT, STRATEGIC ANALYTICS
BARCLAYS – BARCLAYCARD EUROPE, NEW YORK, NY, USA (IN-PERSON / HYBRID / REMOTE) 2014–2016
- **Created** and implemented innovative products, services, and marketing outreach activities
- **Increased** the size **(20%)** and profitability **(15%)** of growing Barclays' German loan portfolio, while minimizing risk
- **Executed** targeted behavioral and credit analysis programs that enhanced risk management processes
- **Directed** colleagues in India, Germany, and the UK, while ensuring cohesive strategic execution

LEAD ANALYST, CREDIT RISK
BARCLAYS – BARCLAYCARD EUROPE, NEW YORK, NY, USA (IN-PERSON / HYBRID) 2011–2014

GRADUATE STUDENT INSTRUCTOR
UNIVERSITY OF MICHIGAN, ANN ARBOR, MI, USA (IN-PERSON) 2006–2009
- Corporate Finance IOE 452: course on corporate finance, for actuarial and engineering students
- Derivative Instruments IOE 453: course on options, futures, and other derivative instruments, for engineering students

GRADUATE STUDENT FELLOW AND RESEARCHER
UNIVERSITY OF MICHIGAN, ANN ARBOR, MI, USA (HYBRID / REMOTE)   **2003–2010**
- **Mastered** principles and tools found in Computing, Economics, Finance, Financial engineering, Mathematics, Operations research, Optimization, Risk management, Supply chain management
- **Studied** problems: (a) at the interface of Finance and Operations; (b) on the infrastructure for electronic transactions
- **Generated** models to analyze financing and operational decisions of manufacturers, suppliers, and traditional lenders
- **Developed** algorithms, provided managerial insights, and proposed financing and operational policies to maximize, under various economic scenarios, the value of manufacturers, suppliers, traditional lenders, and end-customers
- **Communicated** insights successfully, through written documents and verbal/visual presentations

BUSINESS ANALYTICS MANAGER
AMERICAN EXPRESS (AMEX) – RISK INFORMATION BANKING (RIB), NEW YORK, NY, USA (IN-PERSON)   **SUMMER 2004**
- **Developed** a SAS-based segmentation tool that clustered client portfolios by spend segments, improved predictive accuracy by **20%** and streamlined strategic planning for Marketing, Technology, Finance, and Operations

ERGONOMICS CONSULTANT
ALCOA – HOWMET CASTINGS, LA PORTE, IN, USA (IN-PERSON)   **SUMMER 2002**
- **Inspected** work process and workflow, and conducted comprehensive surveys and interviews with 80+ employees
- **Uncovered** actionable insights that improved operational efficiency by **15%** and reduced risk of injury by **~25%**

CONSTRUCTION CONSULTANT
DACK CONSULTING SOLUTIONS, INC. – WHITE PLAINS, NY, USA (IN-PERSON)   **SUMMER 2001**
- **Inspected** work sites, conducted economics analyses, increased effectiveness of marketing campaigns by ~**20%**

EDUCATION

UNIVERSITY OF MICHIGAN, ANN ARBOR, MI, USA
- PhD, Industrial and Operations Engineering   **2003–2010**
- MSE, Industrial and Operations Engineering   **2003–2005**

PURDUE UNIVERSITY, WEST LAFAYETTE, IN, USA
- BS, Industrial Engineering, Honors program, 790/800 on GRE exam (Quantitative section)   **1999–2003**

GRADUATE LEVEL COURSEWORK

- Corporate Finance, Derivative Instruments, Financial Engineering, Portfolio Risk Analysis, Stochastic Processes
- E-Commerce, Game Theory, Microeconomic Theory, Law and Information Management, Research Seminars
- Inventory Analysis & Control, Leveraging IT into Business Strategy, Supply Chain Management
- Advanced Calculus, Continuous Optimization, Dynamic Programming, Linear Programming, Systems Simulation

LANGUAGES AND COMPUTER SKILLS

- **Languages**: English, French, French Creole, Spanish (advanced), Russian (beginner)
- **Programming**: Python, SQL, SAS, C, Mathematica, Matlab
- **Platforms & Tools**: Tableau, ThoughtSpot, AutoMod, LaTex, Unix, Google Workspace, Microsoft Office
- **Modern Tech**: Generative AI/LLMs, Vibe Coding, Prompt Engineering, Advanced Analytics

ADDITIONAL

- Selected Publications: Trade Credit as an Option to Acquire Future Financing (2017); Risk, Financing and the Optimal Number of Suppliers (2011)
- Graduate Fellowships (e.g., Rackham Merit Fellowship, STIET/NSF Doctoral Fellowship), 2003–2010
- Doctoral Dissertation Award in Optimization – First prize, University of Florida, 2007
- Engineering in Training License (# ET30302738), State of Indiana, 2003
- Certifications: ThoughtSpot Professional, Generative AI (Udemy), Python & Machine Learning Bootcamp (GA)
- Member of Alfred P. Sloan Foundation, Alpha Pi Mu, Tau Beta Pi, Golden Key International Honour Society
- Interest: healthy living, languages, music, nature, self-improvement, sports, travel, technology, world politics
- References upon request: Rangan Gangavaram, Kenneth (Ru) Yuan, Shyam Kumar Kewalia, Sivananda Nittala