

Arda Dylan Unal

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EDUCATION

University of Virginia

School of Data Science

M.S. in Data Science

Charlottesville, VA

Expected Graduation: August 2026

Overall GPA: 4.00/4.00

The Pennsylvania State University

Smeal College of Business

B.S. in Marketing

University Park, PA

May 2024

Major GPA: 3.77/4.00 | Overall GPA: 3.67/4.00

Dean's List 7/8 semesters

CERTIFICATIONS

Meta Certified Marketing Science Professional

Meta

September 2024 - September 2025

https://www.credly.com/badges/fca25cba-d08a-43c7-b370-33982c662ac0/linked_in_profile

EXPERIENCE

St. Michael's Inc.

Business Data Analyst

Woodbridge, VA

January 2025 - Present

- Develop and maintain an internal contract tracking dashboard using Pandas and D3.js, enabling visualization of active contracts, funding allocation, option years, vacancies, and performance metrics.
- Design dashboards for federal contract forecasts using Python, Plotly, and D3.js to support data-driven management decisions.
- Lead the integration of Pipedrive CRM with SAM.gov, improving data workflows and accelerating business development processes.
- Quantify financial losses associated with recruitment and government processing delays using Power Query, enhancing strategic planning.
- Manage accounts and administration for GovWin and Pipedrive CRM platforms.
- Conduct market research and data analysis using SAM.gov, FPDS, and APFS to identify and assess new federal contracting opportunities.
- Support proposal development by organizing candidate profiles, refining content, and ensuring timely delivery of proposal materials.
- Provide strategic recommendations to improve St. Michael's website UX and accessibility based on data-driven insights.

St. Michael's Inc.

Business Development Intern

Woodbridge, VA

October 2024 - December 2024

- Supported opportunity tracking and pipeline analysis for federal contracts to assist the growth and business development team.

MedStar-Georgetown AI Collaborative

Data Science Intern

Washington, D.C.

September 2024 - Present

- Validate synthetic datasets against real data to support research on opioid usage and comorbidities.
- Analyze data to identify public health trends and provide actionable insights for healthcare interventions.
- Contribute to statistical modeling and reporting in support of ongoing research on opioid-related health outcomes.

The Pennsylvania State University

IT Consultant Supervisor

University Park, PA

June 2021 - May 2024

- Supervised a team of four IT consultants and implemented improvements to reduce support ticket resolution times.
- Trained and mentored new hires, improving service consistency and knowledge transfer.
- Diagnosed and resolved complex technical issues for students and faculty, maintaining high service standards.

- Delivered customer support across multiple platforms while managing academic responsibilities.

Bull Bear Investment Management

Reston, VA

Financial Analyst Intern

June 2021 - August 2021

- Performed financial analysis, including KPIs and operational metrics, to support trade strategies.
- Created financial dashboards in Excel to enhance reporting clarity for leadership.
- Utilized Bloomberg Terminal for real-time market analysis to inform investment recommendations.
- Assisted with financial modeling and research on market trends alongside senior analysts.

State College Motorcycle Group

State College, PA

Coordinator

June 2021 - August 2024

- Organized events and weekly group rides for more than 200 members in the Centre County region.
- Fostered a positive and inclusive community around shared interests in motorcycle riding.
- Founded a subgroup focused on off-roading, expanding the group's activities and member engagement.

PROJECTS

Local LLM Deployment with RAG Implementation

St. Michael's Inc.

- Deploy a secure local LLM using Docker Compose and LM Studio with Chroma DB vector database integration through Open WebUI.

Federal Contract Expiration Analysis Dashboard

St. Michael's Inc.

- Extract 12 years of SAM.gov award data to identify expiring DoD and DHS contracts using Python data pipelines.
- Maintain interactive Plotly dashboards with filters for NAICS codes, contract vehicles, and funding offices, plus a favorites list feature to track high-priority opportunities.

Diamond Price Analysis Project

Statistics 6021

- Used R to assess the relationship between carat, cut, color, and clarity on diamond prices using regression modeling and visualization.

Healthcare Data Modeling for Opioid Impacts

Medstar AICoLab

- Used cluster analysis models to identify key risk factors and developed visualizations and reports to communicate findings to healthcare stakeholders.

Research and Analysis of Customer Satisfaction on State College Bars

MKTG 474

- Designed and analyzed a customer survey to compare satisfaction levels across competing establishments.

Marketing Research and Analysis of Harley Davidson

MKTG 330 & 450W

- Evaluated the brand identity and marketing strategies and developed a research-based marketing plan.

SKILLS

Programming & Data: Python, R, RStudio, SQL, JavaScript, Pandas, Numpy, LaTeX, Power Query

Frameworks & Testing: Git/GitHub, Docker, Tidyverse, Pytest, Unittest

Visualization: Plotly, D3.js, Matplotlib, ggplot2, Seaborn, Tableau, Excel, PowerBI

Marketing & Analytics: Google Analytics, Meta Ads Manager, A/B Testing, Lift Tests

CRM & Market Tools: Pipedrive, GovWin, SAM.gov, FPDS, APFS, GAO, DSBS, Federal Compass

Business & Productivity: LM Studio, Open WebUI, Hugging Face, Microsoft Office Suite, Project Management