Michael Davis, I.O.M.

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ENGAGEMENT MANAGER

An experienced engagement manager, data analysis, and business intelligence consultant specializing in developing client relationships to solve analytics-based issues critical to the client and their needs with a focus on health care, education, aviation, economic development, election, and census data. Over fifteen years of leadership focused on serving as a "data translator" for the client to answer "the question behind the question" through researching, collecting, shaping, analyzing, and visualizing data to provide actionable recommendations and effective next steps to senior leadership.

SECURITY CLEARANCE

TS/SCI

PROFESSIONAL EXPERIENCE

Gauge Research, Indianapolis, IN   2007 – present
Principal Consultant, Data Analytics, and Tableau/BI Development

- **Management Consulting:** Own and operate a consulting firm serving businesses in management consulting, data analysis, market research, public opinion research, demographic analysis, and organizational management.
- **Data Analysis and Dashboard Development:** Currently leading a team in collecting precinct level election results from all 50 states over several election cycles for large business association. Utilizing Python and Tableau to clean and standardize data from nearly 100 different sources, add U.S. Census demographic data through an API to conduct analysis, identify trends, create maps and visualizations.
- **Database Development and Data Visualizations:** Extracted, cleaned, digested, standardized, and created data entry forms and Tableau visualizations from large amounts of gaming data for a multi-state news organization.

Resultant, LLC, Indianapolis, IN   Jul 2021 – Oct 2022
Engagement Manager

- **Agile methodology:** Responsible for all aspects of project management with multiple government agencies and private sector businesses for a national consulting firm.
- **Customer Relationship Management (CRM):** Served as the sole point of contact for clients, working with them to acquire a full understanding of their business, technologies, and resources across all levels of the organization to solve complex projects.
- **Account Management:** Managed internal finances and business development activities for my clients ($7.02M portfolio).
- **Contract Negotiations and Budgeting:** Performed contract management for associated accounts, managed client capital and client need forecasting.
- **Program Leadership and Cross-Functional Team Management:** Served as the sole point of contact and responsible for the Indiana Department of Education (IDOE) government agency for all aspects of agile project management. Led 25-member cross-functional team (engineering, data science, business intelligence, organizational management, UI/UX, data governance, project management, organizational management) to build a Graduates Prepared to Succeed dashboard using statewide longitudinal data covering seventeen key metrics used to evaluate the state, schools, and individual students.
- **Project Management and Strategic Communications:** Served as the sole point of contact and responsible for all aspects of agile project management to a strategic government contract, the Indiana Management Hub (MPH). Led 10-member team to analyze healthcare data, create Tableau visualizations, and find solutions to reduce the opioid crisis.

- **Sales and Dashboard Development:** Successfully directed a team as project manager to create a "pilot hiring analysis tool" for Republic Airways to project future shortfalls in the number of pilots available to fly routes.
- **Subject Matter Expert:** Responsible for providing expert level knowledge due to deep understanding of the client and a critical workforce development project for the Indiana Chamber of Commerce.

Enterprise Washington, Bellevue, WA   Apr 2013 – Dec 2017
President and CEO
- **Organizational Leadership and Management:** Responsible for the organization's operations, marketing, strategy, fundraising, social media, financials, and team. Worked closely with boards of directors, clients, members, vendors, and investors.
- **Change Management:** Successfully led the organizations through a complete reorganization of the mission, board of directors, staff, strategic plan, membership dues structure, employee health care insurance plan, organizational bylaws, membership programs, and an office relocation.
- Grew organizations to combined income of $3.32M with seven full-time employees and 75 part-time employees.
- **Database Development for Market Research:** Designed and created a statewide database of 7 million residents with 4,000 data points per person with extensive issue and audience modeling based on consumer data, demographics, and social media use.
- **Market Research:** Created a new organization reporting to Enterprise Washington to conduct survey research and organize a field operations team consisting of up to 75 surveyors.

BIPAC, Washington, DC   May 2010 – Feb 2013
Senior Vice President
- **Organizational Leadership:** Served on senior management team of nationwide membership organization and directed all activities related to department, managing nine team members.
- **Database Development:** Led the development of building a nationwide database of over 200 million individuals to utilize in research and digital marketing campaigns.
- **Digital Marketing Leader:** Conducted the first-ever nationwide buyout of YouTube in industry space. Directed nationwide promoted tweets and promoted accounts campaign, one of the first three campaigns ever to utilize the new forum on Twitter.
- **Presenter:** Served as the primary author of the weekly Election Insights newsletter, presented 75 speeches annually around the country.

CERTIFICATES

CompTIA Security+ (currently pursuing)
Data Analytics and Visualization Executive Education Certificate, Butler University
Fundamentals of Visualization with Tableau Certificate, University of California, Davis
Visual Analytics with Tableau Certificate, University of California, Davis
Customer Analytics Certificate, The University of Pennsylvania
Essential Design Principles for Tableau Certificate, University of California, Davis
Professional certificate in Nonprofit Organizational Management, U.S. Chamber of Commerce Institute for Organization Management (I.O.M.)

EDUCATION

Bachelor of Arts, Political Science, *Indiana University*

TECHNICAL SKILLS

Languages: Python, SQL, HTML, CSS
Software: Tableau, Microsoft Office, Access, Excel, PowerPoint, Word
Consulting: Leadership, management, public speaking, presentations, teamwork, problem-solving
Project Management: Agile Methodologies, Jira, Azure DevOps, SharePoint