Morgan Iacolucci

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Customer-oriented Data Analyst with over eight years of experience leading cross-functional teams to deliver complex software initiatives. Morgan has demonstrated proficiency in identifying customer opportunities, designing scalable technical solutions, and managing cross-team collaborations. He thrives in ambiguity and learns new domains quickly to ship quality software, accelerate user adoption, and drive revenue growth. Morgan excels in working with SQL, Python, and PowerBI, having successfully implemented data-driven solutions across industries like cloud computing, healthcare, and real estate.

ACCOMPLISHMENTS

- Led a comprehensive data architecture overhaul for a major client, streamlining lead generation workflows and increasing deal flow by 100% within 6 months.
- Reduced operational costs by 10% through the optimization of resource usage in cloud environments, leveraging AWS and Databricks for data pipeline and reporting improvements.
- Delivered strategic insights to senior stakeholders by creating a centralized reporting framework, resulting in a 20% increase in operational efficiency and a 15% boost in customer satisfaction.

COMPETENCIES

- **Systems Design**: Agile | AWS | Compute Optimization | Cloud Financial Management | Budgeting & Spend Management | Process Improvement
- **Systems Development**: Program Strategy | Agile Project Management | Epic & User Story Refinement | Sprint Planning | UX Design
- **Analytics**: SQL | Python | PowerBI | Tableau | Quicksight | Machine Learning | Data Pipelines | Databricks | Forecasting | KPI Reporting | Data Visualization

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CERTIFICATIONS

- AWS Data Analytics Associate
- AWS Solutions Architect Associate
- Databricks Engineer Associate
- Databricks Machine Learning Associate
- Databricks Lakehouse Fundamentals

EXPERIENCE

Lead by Numbers Consulting LLC — Seattle, WA
Data Consultant & Project Manager
Sept. 2023 – Present

- Spearheaded the implementation of Databricks' Medallion framework, streamlining data workflows for a local venture capital firm and increasing lead conversion rates by 30%.
- Designed and deployed real estate underwriting models using SQL, cutting deal analysis time by 80% and doubling deal flow for the client.
- Automated lead generation processes using Microsoft 365 Power Automate, integrating CRM data and improving outreach conversion by 30%, while reducing manual effort by 50%.
- Led A/B testing initiatives to evaluate marketing strategies for retail clients, optimizing customer engagement efforts, which resulted in a 25% improvement in campaign performance.
- Built scalable data pipelines and reporting solutions on AWS and Databricks, enabling actionable insights for retail and healthcare clients, driving a 20% improvement in reporting efficiency.

Amazon Web Services LLC — Seattle, WA
Senior Business Analyst
Mar. 2021 – Aug. 2023

- Reduced AWS compute costs by $250K annually by designing and implementing a cloud datalake solution that automated 80+ reporting pipelines for product and sales leadership.
- Led integration with a partner AWS service team, resulting in a 67% increase in security tooling availability for customers, surpassing the stretch goal established by AWS leadership.
- Managed the rollout of five major cloud governance features and over 40 enhancements, achieving a 20% improvement in customer compliance and governance metrics.
- Developed and deployed resource spend monitoring dashboards using Quicksight, consolidating data streams and enhancing reporting capabilities for 50+ internal teams.

Amazon Web Services LLC — Seattle, WA
Business Analyst
Sept. 2019 – Mar. 2021

- Architected the migration of 100+ enterprise customers from a custom backup service to Amazon Managed Backup, reducing operational overhead by the equivalent of 3 full-time engineers.
- Led the design and delivery of a managed on-premise cloud compute product, resulting in a 12% increase in customer adoption across target industries.
- Coordinated the launch of six key public cloud features, including AWS region expansion and managed backup services, which generated an estimated $5M in additional annual revenue.
- Automated status reporting for key initiatives, improving the communication flow to executive stakeholders and saving 15 hours per week in manual reporting effort.

Deloitte Consulting LLP — Seattle, WA
Management Consultant (Data and Analytics)
Jul. 2017 – Sept. 2019

- Led data integration and architecture redesign for a Fortune 500 biotech client, optimizing supply chain and operational workflows, leading to a $15M cost reduction.

- Delivered strategic technology roadmaps for a health insurance client, enabling a more efficient data integration process and a 10% increase in claim processing speed.
- Managed the deployment of Apache Kafka for a hybrid-cloud migration, reducing data transfer times by 40% and improving system reliability.
- Directed a team of 4 functional testers in verifying the functionality of 41 APIs for a $32M government healthcare initiative, ensuring system reliability and compliance.

The Boeing Company — Seattle, WA
Business Intelligence Analyst Intern
Jun. 2016 – Sept. 2016

- Developed a pricing model for a new revenue stream by analyzing competitor pricing and sales trends, identifying opportunities for a $5M increase in sales.
- Automated finance reporting workflows using VBA macros, integrating data from Anaplan and creating real-time PowerBI dashboards, reducing report generation time by 50%.
- Identified cost-saving opportunities of $25M annually by analyzing resource allocation in the aircraft part supply chain and recommending supply chain optimizations.

EDUCATION

University of Washington, Michael G. Foster School of Business — Seattle, WA
Bachelor of Arts in Business Administration, Dean's List (9 Quarters, GPA: 3.6)
Mar. 2013 – Mar. 2017

- Focused on Information Systems with a minor in Mandarin Chinese

University of Washington, Michael G. Foster School of Business — Seattle, WA
Master of Science in Data Analytics (Expected: Sept. 2026)