



# Adrian Bishop

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## SUMMARY

Associate Data Scientist with 3+ years applying Python, SQL, **statistical analysis**, NLP, **machine learning**, and **Generative AI** across commercial analytics and research settings. Builds LLM-based agents, retrieval workflows, recommendation models, and data pipelines that turn structured and unstructured information into useful business decisions. Recent work connected CRM activity, campaign history, and account attributes with prospect-interest scoring across six sales regions. Developed **retrieval-augmented generation** prototypes, prompt evaluations, and personalized outreach models with product and engineering partners. Brings curiosity, organized execution, independent problem solving, and clear communication. Eager to join Northstar Insights, support sales productivity, and help move practical AI experiments from pilot through production.

## EXPERIENCE

### Associate Data Scientist

June 2024 - Present

CivicBridge Analytics

*Austin, TX*

Owns applied machine learning and Generative AI initiatives supporting CRM analytics, prospecting workflows, recommendation systems, and product experimentation. Partners with product managers, engineers, and business users from discovery through monitored production delivery.

- Built Python and SQL pipelines joining CRM activity, **campaign history**, and **account attributes** for six sales regions.
- Developed retrieval-augmented LLM briefings using approved account research and **source grounding** for sales representatives.
- Tested prompt templates, retrieval filters, and evaluation sets covering relevance, factuality, and **response consistency**.
- Trained calibrated recommendation models for personalized outreach using **feature validation** and holdout testing.
- Converted an ambiguous prospecting request into pilot scope, **acceptance criteria**, release planning, and impact review.
- Presented model tradeoffs through stakeholder demos, supporting transition from pilot into monitored production workflows.

### Data Science Research Assistant

May 2023 - May 2024

Redwood University Research Lab

*Denton, TX*

Conducted supervised research involving NLP, statistical modeling, structured metadata, document retrieval, and LLM-assisted summarization. Managed reproducible analysis from data preparation through reporting while translating technical findings for faculty and student reviewers.

- Analyzed 180,000 business records with **Python**, SQL, pandas, and **statistical methods** to identify topic-interest indicators.
- Compared embeddings and baseline classifiers using **precision**, recall, **calibration**, and categorized model errors.
- Prototyped **LLM** summarization with prompt variants and curated-document **retrieval** for research information discovery.
- Created reproducible notebooks, database queries, and experiment logs for repeatable model comparisons before submission.
- Presented charts and model limitations in a concise research briefing for faculty and student reviewers.
- Managed weekly milestones through final report delivery, resolving inconsistent records and meeting academic deadlines.

### Data Analytics Intern

June 2022 - April 2023

BlueRidge Market Systems

*Austin, TX*

Supported supervised analytics projects focused on campaign measurement, customer segmentation, database preparation, and stakeholder reporting. Delivered practical analyses that helped marketing partners compare audiences and prioritize follow-up actions.

- Prepared campaign datasets with **SQL** joins, validation checks, and documented assumptions for recurring audience analysis.
- Built **scikit-learn** segmentation prototypes that gave marketing analysts clearer audience comparison options.
- Created **Jupyter** visualizations showing engagement patterns, data gaps, and recommended follow-up questions.
- Reviewed model outputs with senior analysts, improving explanation quality for nontechnical **business stakeholders**.
- Tracked tasks through defined milestones, keeping analysis requests organized and ready for stakeholder review.

## PROJECTS

### Agentic Prospecting Assistant 📅 2025

Created a prototype agent workflow that combined retrieval, prompt engineering, and structured outputs for prospect research. Added source checks, evaluation rubrics, and fallback handling so sales users could review concise, traceable recommendations.

### Personalized Outreach Recommender 📅 2024

Built a recommendation study using campaign history, account attributes, feature engineering, and holdout testing. Compared candidate approaches and documented model assumptions, evaluation results, and practical outreach use cases.

LEADERSHIP & AWARDS

- Dean's List, University of North Texas, 2022 and 2023
- Outstanding Undergraduate Research Presentation, Redwood University Research Symposium, 2024
- Faculty Recognition for Clear Technical Communication, 2024

EDUCATION

**Bachelor's Degree in Data Science**  
University of North Texas   GPA: 3.8  
*Coursework: Machine Learning, Statistical Analysis, Database Systems, Natural Language Processing, Data Visualization*

2023  
Denton, TX

CERTIFICATIONS

- Generative AI with Large Language Models 📅 2025
- Google Advanced Data Analytics Professional Certificate 📅 2024
- DeepLearning.AI Natural Language Processing Specialization 📅 2024

TECHNICAL SKILLS

- **Programming Languages:** Python, SQL, R
- **Machine Learning:** scikit-learn, classification, calibration
- **NLP Libraries:** pandas, spaCy, NLTK
- **Generative AI:** LLM applications, embeddings, text generation
- **Prompt Engineering:** Prompt templates, prompt testing, response grading
- **Retrieval Systems:** RAG, document retrieval, retrieval filters
- **Agent Workflows:** Agent orchestration, tool calling, workflow automation
- **Recommendation Systems:** Prospect scoring, outreach recommendations, ranking
- **Statistical Methods:** Statistical analysis, holdout testing, error analysis
- **Data Platforms:** Relational databases, CRM data, curated document stores
- **Data Science Tools:** Jupyter, Git, reproducible notebooks
- **Visualization:** Matplotlib, seaborn, stakeholder dashboards

SKILLS

- Python
  - SQL
  - NLP
  - Generative AI
- LLM applications
  - Prompt engineering
  - Retrieval techniques
  - Agent orchestration
- Recommendation systems
  - Statistical analysis
  - Model evaluation
  - Feature engineering
- Databases
  - Experiment design
  - Technical communication

PROFESSIONAL AFFILIATIONS

- Volunteer Mentor, University of North Texas Data Science Society, 2022 - 2023
- Workshop Coordinator, Student Research Methods Forum, 2023 - 2024
- Member, Association for Computing Machinery, 2023 - Present

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

**Work Status** : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST