

TONY GIANNASI

2214 Mourning Dove Lane, Signal Mtn, TN | 423-298-8974 | tony@giannasi.com | linkedin.com/in/tonygiannasi/

DATA SCIENTIST | ANALYST | ENGINEER | RELATIONSHIP MANAGER

- 25+ years' experience PERL, SQL, Design, Linear Regression, Forecasting, and Team Building.
- 20+ years' experience with sales / management / leadership / database administration / analysis.

WORK EXPERIENCE

Infuzion Solutions | Solutions Architect

3/25 – PRESENT

- Functional / Technical Research for new Cloud ERP Integrations plus implementation. (FINTECH, VIP, CELIGO, FABRIC, BLUERIDGE, Postman, Dimensional Insights, API Endpoint Creation / Exposure, Snowflake, Business Central Accounting API's)
- Created Power BI Data Flows and development pipelines, optimized semantic models / Fabric Lakehouse Creation and maintenance (PySpark Notebooks / Dataflows / Mirroring) / Medallion Data Structures

Lipman Brothers Distributing | Regional Manager – Southeast

11/17 – 12/24

- Created dynamic unweighted item to item collaborative filtering software to recommend related products.
- Generated weekly KPI via Power BI (Sales Reports, Out of Stocks by division, Allocated Items).
- Custom PERL KPI's for tracking focus brands / sales growth/loss by salesperson and account.
- Created Routing tool for sales to target top accounts and route them maximization of selling windows.

Carter Distributing | General Manager – Craft and Import Beer

9/13 – 10/17

- Improved Inventory turnover by developing Linear Regression Forecasting System (PERL | mySQL).
- Track delivery errors and exceptions to normal sales daily to help salespeople recover lost sales.
- Custom analysis on item-by-item weighted profitability to identify pricing discrepancies.
- Work with pricing to identify shipping anomalies and make decisions on price changes.

Giannasi Engineering | Owner / Full Stack Engineer

1/06 – 12/13

- Cradle to the Grave solutions; from farming new business clients to design and implementation. Coding in PERL, JavaScript, C#, CLIPPER, COBOL, Visual Basic, SQL, and AJAX.

Digicomm Systems | Senior Design Engineer | PERL | SQL Server | AS/400

4/00 – 5/05

- Created RFP, designed, and implemented Payroll System for Louisiana Army National Guard.
- Created General Ledger forecasting for item / department / store level sales for Rouses Supermarkets.

SERVICE:

- **United Way Social Media Committee** **12/13 – 08/14**
- **Family Promise Board of Directors | IT and digital outreach** **11/10 – 11/14**
- **Wine Over Water Board of Directors | Communications / Distributor Relations** **05/25 -**

EDUCATION:

- **University of Tennessee – Chattanooga | Master of Business Administration – Business Analytics** **2021**
GPA: 4.0 | Summa Cum Laude
- **Tulane University – New Orleans | BSE Computer Engineering** **2004**
Double Minors in Math and Electrical Engineering | ROTC | Phi Sigma Pi Honor Fraternity
- **Naval Nuclear Power School | Electronics Technician | Reactor Operator** **9/94 – 9/00**
Staff Member – Nuclear Prototype: Naval Weapons Station, Goose Creek, SC | Submariner

Technical Certifications: Actuarial FM/2 | Agile / Scrum Master | MB-800 Business Central Functional Consultant | PL-300 Power BI Analyst | AI-900 | Databricks Fundamentals | DP-900 | PL-200 Power Platform FC | PL-600 Power Platform Solutions Architect | DP-600 Fabric Analytics Engineer