

# Nelson Foster

Data Strategist, Engineer & Storyteller

## CONTACT

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## PROFESSIONAL SUMMARY

Data Science & Analytics leader with 15+ years of experience delivering impactful solutions across federal, public, and private sectors. Expertise in data engineering, machine learning, cloud computing, and data storytelling. Proven track record of translating complex data into actionable insights and building scalable data pipelines. AWS certified with deep experience in program evaluation and resource advocacy.

## CORE COMPETENCIES

- **Data Science & Engineering:** Python, R, SQL, AI-assisted coding (Claude, ChatGPT, CoPilot), Machine Learning
- **Business Intelligence:** Tableau, Oracle BI, Data Visualization, Data Storytelling
- **Geospatial Analysis:** ArcGIS, ESRI, Carto, Open Source GIS (R, Python), Spatial Statistics
- **Leadership:** Strategic Planning, Program and Project Management, Team Building, Budget Management (\$850M+)

## PROFESSIONAL EXPERIENCE

### **ProKofa Solutions, LLP | Cleveland, OH | September 2024–Present**

Co-Founder & Chief Executive Officer

- Founded tech consultancy focused on democratizing data access and technology for small/underrepresented businesses, mid sized businesses, and non-profits
- Developing and implementing AI-assisted coding workflows using Cursor, Claude, and ChatGPT to accelerate development
- Building partnerships with local universities and community organizations to provide affordable tech solutions for emerging businesses

### **The MITRE Corporation | McLean, VA | August 2019 – September 2024**

Lead Analyst, Tax and Data Analytics

- **Cloud & ML Implementation:** Developed data pipelines using AWS GovCloud for IRS Large Business & International division, linking financial disclosure data with tax information to power AI-driven tax scheme detection
- **Technical Leadership:** Served as technical advisor for \$40M Cloud Migration project for the IRS Small Business & Self-Employed division, modernizing information returns processing and improving data accessibility
- **Advanced Analytics:** Leveraged Python and Jupyter Notebooks to analyze large-scale simulation data, enabling leadership to make data-driven decisions for staffing and process improvements
- **Geospatial Data Science:** Created GIS-based tax compliance evaluation systems using demographic and socioeconomic data, identifying patterns in tax behaviors
- **Resource Optimization:** Developed predictive models for remote work resource allocation, increasing productivity by 18% while maintaining service quality

**PROFESSIONAL  
EXPERIENCE  
(CONTINUED)**

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**U.S. Department of Veterans Affairs | Washington, D.C. | October 2016 – August 2019**  
Supervisory Program Analyst

- **Analytics Team Leadership:** Led Strategic Analysis Team of 7 analysts, managing data operations and analytics for \$850M budget allocation
- **Business Intelligence:** Managed lifecycle of business intelligence reports and dashboards, ensuring data accuracy and actionable insights
- **Performance Optimization:** Developed resource allocation models for 57 regional offices improving service delivery efficiency.
- **Stakeholder Management:** Created data-driven narratives for congressional committees, advisory boards, and government accountability offices

**U.S. Department of Veterans Affairs | Washington, D.C. | April 2013 – October 2016**  
Program Analyst

- **BI Implementation:** Led design and implementation of OBIEE dashboards and analytics capabilities, improving data-driven decision making
- **Technical Project Management:** Provided operational direction to technical contractors, ensuring alignment between development and business requirements
- **Data Quality:** Conducted data integrity validation and user acceptance testing for critical reporting systems

**U.S. Department of Veterans Affairs | Cleveland, OH | June 2007 – April 2013**  
Management & Program Analyst

- **Data Analysis:** Served as senior advisor on program evaluation and analysis, developing custom workload management and reporting tools
- **Process Improvement:** Analyzed operations data to identify efficiency gaps and recommend process improvements
- **Performance Metrics:** Established and monitored key performance indicators across multiple service divisions

**U.S. Department of Veterans Affairs | Cleveland, OH | May 2006 – June 2007**  
Veterans Service Representative

- **Claims Processing:** Adjudicated disability compensation claims for Veterans, ensuring accurate benefit determinations
- **Customer Service:** Provided comprehensive benefit counseling to Veterans and their families
- **Case Management:** Maintained detailed records and documentation for complex disability cases

EDUCATION

**The George Washington University | Washington, D.C. | 2017–2019**

Master of Science | Data Science | GPA: 3.77

**John Carroll University | University Heights, OH | 2002–2006**

Bachelor of Arts | Sociology | GPA: 3.14

CERTIFICATIONS

**Certified Solutions Architect**

Amazon Web Services, August 2022

**Financial Technology (FinTech)**

Cornell University , February 2022

**Lean Six Sigma Green Belt**

Air Academy Associates, June 2016

TECHNICAL  
SKILLS

**Programming & Data**

- Python (NumPy, Pandas, Scikit-learn, TensorFlow)
- R (Tidyverse, Shiny, ggplot2)
- SQL (PostgreSQL, MySQL)
- NoSQL (MongoDB)
- AI Skills (Prompt Engineering, Coding with Cursor, Claude, and ChatGPT)
- RAG LLM Databases (Vector Embeddings, Semantic Search, LLM Integration)

**Cloud & Infrastructure**

- AWS (S3, EC2, Lambda, SageMaker)
- Docker, Kubernetes
- Version Control (Git, GitHub)
- Workflow Automation (n8n)

**Visualization & Reporting**

- Tableau
- D3.js
- Oracle BI
- Microsoft Power BI
- Data Storytelling

PUBLICATIONS  
& HONORS

- **Alpha Kappa Delta** | International Sociological Honor Society | Inducted 2006
- **Contemporary Corporate Crime: Theoretical Perspectives and Case Analyses** | Discourses on Applied Sociology | Anthem Press | 2006
- **Lassoing the Wind: Can the Doctrine of Analogy do the Trick?** | Dialogue Journal of Religion & Philosophy | 2004