

## ALESSANDRA GRACE COOTE-CHANG

www.alessandragrace.me

1-610-745-0003

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### WORK EXPERIENCE

- Jun 2021~  
Jul 2023      **MAILCHIMP (ACQUIRED BY INTUIT NOV 2021)**      **REMOTE**  
**Data Scientist II**  
• Optimized targeting of potential customers using AI to determine the propensity of engagement with various prompts, increasing click rates  
• Trained and deployed AI language models to analyze and predict tone in marketing campaigns to increase campaign engagement
- Jun 2020~  
Jun 2021      **SYSTEMS, PLANNING, AND ANALYSIS, INC**      **HILL AFB, UTAH**  
**Modeling and Simulation Engineer**  
• Built optimization tool to help Air Force mitigate logistical challenges and policy constraints in the upgrade of the Nuclear Missile program  
• Integrated AI into existing tools to predict delays, saving money in the multi-billion dollar upgrade  
• Modeled Nuclear Missiles and components to verify contractor performance claims
- Apr 2020~  
Apr 2021      **TWO CANOES**      **SAN FRANCISCO, CALIFORNIA**  
**Head of Data**  
• Led data portion of a COVID-19 response initiative to link suppliers worldwide with US demand for PPE by providing data driven insights for strategic decisions  
• Built data visualizations to drive strategy throughout the supply-chain and outreach process
- May 2019~  
Apr 2020      **KEEPTRUCKIN**      **SAN FRANCISCO, CALIFORNIA**  
**Data Analyst/Data Engineer**  
• Proactively led a data initiative (presented to the CEO), which uncovered \$35M in sales opportunities and saved the company \$2M in external data set purchases and product sales  
• Steered product offerings to a new market by identifying unusual trends, sparking an outreach initiative

### UNITED STATES ARMY WORK EXPERIENCE

- Feb 2018~  
May 2019      **UNITED NATIONS COMMAND MILITARY ARMISTICE COMMISSION (UNCMAC)**      **SEOUL, SKOREA**  
**Executive Officer**  
• Owned and revamped scheduling system for the entire organization, which streamlined the coordination of meetings with high-level officials and Ambassadors of 17 nations, to facilitate communication during a historic period  
• Orchestrated activities between the armed forces of seven nations (including North Korea) to help implement international agreements (Panmunjom Declaration, Demilitarization of the DMZ, etc)
- Mar 2015~  
Jan 2018      **10th MOUNTAIN DIVISION**      **VARIOUS LOCATIONS**  
**Platoon Leader**  
• Supervisor responsible for the welfare, training, and activities of 30+ people to prepare for combat operations  
• Planned, trained, and resourced demolition instruction for 1,400 West Point Cadets to safely expose Cadets to explosives  
**Operations Officer**  
• Coordinated medical, logistical, and human resource organizations to reintegrate 500 soldiers returning from Afghanistan
- 2012-2019      **MILITARY EDUCATION**      **VARIOUS LOCATIONS**  
• Sapper Leaders Course - First female in 10th Mountain Division history to graduate  
• Chilean Mountain Warfare School - Selected to attend in Lonquimy, Chile based on physical and language assessment  
• Korea National Defense University - 12 week course on the history of the US-Korean alliance  
• Engineer Basic Officer Leadership Course - Introductory course on being an Officer in the Engineer Branch

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### EDUCATION

- Aug 2023~  
Present      **UNIVERSITY OF UTAH S.J. QUINNEY COLLEGE OF LAW**      **SALT LAKE CITY, UTAH**  
• J.D. Class of 2026, current GPA 3.086
- 2010-2014      **UNITED STATES MILITARY ACADEMY**      **WEST POINT, NEW YORK**  
• Bachelor of Science in Mechanical Engineering with a concentration in Mechatronics

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### VOLUNTEER

**Rocky Mountain Search Dogs:** I am training my dog, Loki, to work with local Law Enforcement to find individuals, cadavers, and evidence