



Scientific Consultant

Objective

Revionics has an immediate opening in our Research Team for a Scientific Consultant. This individual will work in a fast-paced environment as part of a multi-disciplinary team developing and delivering scalable solutions to challenging business problems. The successful candidate must be creative and develop a thorough understanding of the science and business rationale behind Revionics' products, services, and methodologies.

About us:

Revionics delivers the most advanced price, promotion, and markdown optimization solution available to retailers. Our predictive technology accounts for price, promotion, and markdown activities enabling a coherent view of customer demand. This proprietary approach applies advanced analytics and science to predict customer behavior, empowering retailers to make better decisions, improve customer loyalty, and achieve their overall financial objectives.

Revionics' solutions are delivered on a modern, fully scalable, pay-as-you-go, software-as-a-service platform. Our clients include retailers in grocery, automotive, drug, building materials, convenience, general merchandise, and discount stores.

Roles and Responsibilities:

The Scientific Consultant is responsible for supporting Revionics' analytical pricing software. Scientific Consultants are responsible for developing an expert-level understanding of the core scientific capabilities of Revionics' solutions, configuration of the system to maximize value, and delivery of analytical services to Revionics' customers. The Scientific Consultant must also be able to explain advanced concepts to business users and customer IT personnel.

Key Responsibilities:

- Calibrating control/focus groups for value assessment pilots
- Conducting proof-of-value measurement exercises
- Helping to configure and implement Revionics Price, Promotion, and Markdown Optimization solutions to deliver maximum value to customers while meeting business needs and constraints
- Providing standard analytical consulting services to customers (Store-Zone clustering, Key-Value Item identification, Market Basket Analysis, Customer Segmentation Analysis)
- Providing analytical services for specialized, customer-specific business needs
- Analyzing demand models, elasticity curves, promotional lift characteristics, and seasonality profiles to ensure model quality
- Analyzing optimization solutions and system recommendations for value and conformance to business needs and constraints
- Advocating for usability enhancements, functional enhancements, and algorithmic enhancements to better meet customer needs
- Knowledge transfer throughout the organization.

Requirements:

- Advanced Degree (Masters or Ph.D.) in Mathematics, Engineering, or Physical Sciences
- At least 5 years of experience in analytical applications
- Demonstrated ability to apply complex mathematical and statistical solutions to business problems.
- Excellent communication skills
- Excellent presentation skills
- Excellent data visualization skills (Excel, Matlab, SAS) and ability to present complex information to technical and non-technical audiences
- Strong quantitative skills
- Strong business acumen
- Ability to work with both highly-technical and non-technical personnel
- Firm understanding of probability & statistics
- Outlier identification methodologies
- Familiarity with regression and modeling techniques (least squares, maximum likelihood, Bayesian estimation)
- Familiarity with optimization techniques (Linear Programming, Sequential Quadratic Programming, Genetic Algorithms, Simulated Annealing)
- Familiarity with Classification and Clustering methods (K-means, Non-hierarchical, Hierarchical/Agglomerative)
- Strong proficiency working with relational databases and ability to write SQL queries (SQL Server / T-SQL, Oracle PL-SQL, etc.)

Optional Skills:

- Object-oriented programming (C++, C#, Java)
- Programming proficiency with analytical platform software (SAS, Matlab)
- Familiarity with Retail business
- Familiarity with Supply Chain Management & Optimization
- Familiarity with ETL / Automation tools (Informatica, Pervasive, Sunopsis, SSIS, etc.)
- Proficiency with Reporting and Business Intelligence applications (Crystal Reports, Cognos, SQL Server Analysis Services, Oracle OBIEE, etc.)