

Michael Sandifer

Jacksonville, FL | mike.sandifer@gmail.com | (904) 412-8455

[Website](#)

Objective

AI product and data professional recognized as a subject matter expert and instructor. Trusted to teach advanced-degree administrators, faculty, and analysts how to apply AI securely and effectively in their work. Experienced in AI-driven product development, automation, and stakeholder collaboration. Former financial advisor and technical support representative with proven sales and communication skills. Seeking to move up the value-added chain into roles guiding AI adoption, product strategy, and training.

Experience

Institutional Research Data Analyst

Florida State College at Jacksonville | Feb 2025 – Present

- Built intranet-based AI applications, including automated labor market reporting and qualitative-to-quantitative feedback analysis.
- Designed a secure metadata-rich database with APIs for broad, safe data access.
- Built a Perkins Program dashboard in Oracle Analytics Cloud used by leadership to track program outcomes.
- Recognized as institutional AI expert; designed and taught a four-class AI course to administrators, faculty, advisors, and analysts (LLM fundamentals, AI security/ethics, department use cases).
- Automated SQL queries and reporting; developed Python scripts to streamline recurring requests such as geographic heatmaps.

Data Analyst

Venus Fashion Inc. | Aug 2022 – Jan 2024

- Partnered with teams to launch a GPT-4 chatbot that improved service efficiency and boosted online sales.
- Translated business requirements into technical specifications; maintained product backlog.

- Automated reporting in Python and SQL, reducing turnaround time for business insights.

Founder

Exact Macro Blog | Nov 2020 – Present

- Created forecasting models and dashboards for a professional readership.
- Delivered complex economic analysis in simple, actionable formats.

Technical Support Representative

Concentrix (Apple Account) | Feb 2018 – Jun 2023

- Explained Apple technologies to non-technical users, consistently achieving strong satisfaction ratings.
- Improved workflows by identifying common support issues and proposing fixes.

Financial Advisor

ABMM Financial | Dec 2015 – Jan 2018

- Applied consultative sales approach to analyze client needs and deliver tailored financial solutions.
- Simplified complex financial concepts, improving client trust and retention.

Licensed Stockbroker

Merrill Lynch | Mar 2012 – Dec 2015

- Managed client portfolios and executed trades, consistently exceeding performance benchmarks.
- Strengthened persuasive communication skills in high-stakes financial environments.

Education

B.S. Psychology (Mathematical Emphasis) | University of Florida

Skills

AI Evangelism & Training | Product Ownership | Requirements Elicitation | Stakeholder Collaboration | Python & SQL Automation | OAC Dashboards | Communication & Sales | Economic Modeling

Projects

- **AI Course Series:** Four-part AI training program for FSCJ departments (LLM fundamentals, AI security/ethics, tailored use cases).
- **AI Travel App:** Hybrid chatbot + service menus; feature prioritization guided by user research.
- **Fashion Index:** Benchmarking tool for retail sales performance.
- **NGDP Forecast Model:** Market-based forecasting framework for investors and policymakers.