

Kristofer DeYoung

Senior Data Scientist • AI Engineer • Solutions

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PROFILE

Data scientist and AI engineer at **one of the Nordics' largest B2B distributors** (~50 bn SEK, 7,000+ staff across Sweden, Norway, Denmark and Finland), on top of **a decade of commercial leadership** — P&L ownership, range strategy, pricing and supplier negotiation. I work end to end: modelled data in Databricks and dbt, models in Python and Azure ML, infrastructure in Terraform and Kubernetes, and the API or front end that puts the result in front of someone. **My strongest trait is problem framing rather than technique** — several projects I now own had stalled under capable teams before me, including a document-parsing pilot four years open. Swedish, Norwegian and English.

EXPERIENCE

Data Scientist

May 2023 – present

Ahlsell Sverige AB (Ahlsell Group) · Gothenburg, Sweden

- **LLM document automation — owner.** Took over a PDF-to-order parsing pilot that had been open roughly four years and attempted by several data scientists before me. Narrowed the scope to something finishable, then built it: Azure OpenAI extraction against strict output schemas, field defaulting and enrichment, throttling and retry handling, a per-field evaluation set, Terraform infrastructure, Kubernetes deployment, Azure DevOps pipelines, new API endpoints and the human-review front end. AI-parsed billed orders have since grown close to exponentially.
- **Market flows framework — designer.** Built a reusable framework for triggered commercial flows, with a randomised holdout group designed in from the first flow. The first flow (abandoned cart) delivers a **material, sustained lift in incremental conversion**, measured against that holdout rather than against last year; several further flows now run on the same framework.
- **Azure ML pipelines.** Maintain, modify and extend the production pipelines behind share-of-wallet, cross-sales and onboarding models — drift investigation, retraining workflows, feature-consistency checks as upstream definitions change.
- **Customer prioritisation scoring.** Designed and shipped an ideal-customer scoring model end to end: dbt models on Databricks, scoring logic, and delivery as both a Power BI template with DAX measures (six report pages) and a React/Vite application.
- **Platform & reliability.** Deduplication and grain defects in warehouse mart tables, Kafka-fed pipelines, identity and token-lifetime failures blocking cluster authentication, semantic-model regressions traced to upstream connector changes, a Streamlit self-service upload path, and sales forecasting run as a product with actual-versus-target reporting.

Product Manager (part-time)

Dec 2021 – Jun 2022

Ahlsell Norge AS · Oslo, Norway

- Pricing and range strategy for facility and storage products through a highly volatile commodities market; negotiated contract and pricing terms. Held alongside full-time study.

Private Label Specialist

Feb 2018 – Dec 2021

Ahlsell Norge AS · Oslo, Norway

- Built the private-label programme: national assortment and pricing, frame agreements and tenders for national accounts, retail concept, and industry trend analysis feeding new and existing range development.
- 150+ travel days and 90 destinations in 2018; the most-used trade-show consultant in the business across 2018–2019. Educated and supported a 700-person sales organisation.
- Started applying statistical analysis — correlation and causality — to range decisions; the work that led directly into data science.

Interim Store Manager

Mar 2014 – Feb 2018

Ahlsell Norge AS · Oslo, Norway

- Took over Ahlsell Norway's largest retail location (Brobekk, 15 staff) in the aftermath of a difficult merger. Restructured staffing, assortment and overheads; materially improved revenue and profitability.
- Repeated the turnaround at Bærum, then contributed to opening three further locations.

Warehouse Manager & Assistant Store Manager

Mar 2013 – Mar 2014

Ahlsell Norge AS · Oslo, Norway

Warehouse operations and day-to-day running of the store alongside the store manager.

Department Manager

Aug 2009 – Mar 2012

Smart Club AS · Slependen, Norway

Staffing, customer service, inventory, visual merchandising, budget and store safety.

Korpral — national service

2008

81st Rapid Reaction Platoon, Swedish Armed Forces · Halmstad, Sweden

Awarded best soldier; held a position of trust as protection assistant.

BOARDS & VENTURES

Board member

Present

BRF Nordostpassagen · Gothenburg, Sweden

Property and construction projects, finance and administration, member communication, and digitalisation of association operations (member pages, booking-system and analytics integrations).

Owner / landlord

2011 – present

Privately held rental units · Oslo & Gothenburg

Long-run management of privately held rental property in Norway and Sweden.

Owner

2014 – 2019

Perax AS (PerfectArt.no) · Oslo, Norway

Sourcing and price negotiation with domestic and foreign consultants; multi-channel sales platform and end-to-end logistics.

Board member

2019 – 2020 · 2014 – 2016

Alycore AS and Boligsameiet Conradis gate 1 · Oslo, Norway

Liquidation oversight in the interest of shareholders and creditors (Alycore). Fire-suppression retrofit to new regulations, common-area refurbishment and data/TV modernisation (Conradis gate).

EDUCATION

BSc, Applied Data Science (180 ECTS)

From 2021

Noroff University College · Oslo, Norway — studied part-time throughout, alongside a full-time role and board work

- Machine learning · big data (Spark, PySpark, Hadoop, Databricks) · statistical analysis · discrete mathematics (two levels) · algorithms and data structures · OOP and SOLID · RDBMS and NoSQL (Cassandra, MongoDB, Redis, Neo4j) · data visualisation
- **Major project:** congestion modelling of the Gothenburg public transport network using k-means and DBSCAN clustering on Västtrafik open data, published as a live Power BI dashboard at kristoferdeyoung.com/dashboards.

Certifications

2012 · 2018

Private Pilot Licence (FAA) · Bareboat Cruising Certification (Sail in Asia). High school diploma, The American Embassy School, New Delhi, India.

SKILLS

LANGUAGES & QUERY

Python, SQL, Bash, R, HTML/CSS, LaTeX

CLOUD, PLATFORM & DEVOPS

Azure, Terraform, Kubernetes, Docker, Azure DevOps & CI/CD, Databricks, dbt, Apache Kafka, Delta/Spark, Git

ML ENGINEERING

Azure ML pipelines, MLOps, drift investigation, retraining workflows, evaluation harnesses

MODELLING

scikit-learn, regression & classification, forecasting, k-means, DBSCAN, random forest, PCA, neural networks, TensorFlow, hypothesis testing, holdout & experiment design

AI SYSTEMS

Azure OpenAI, structured document extraction, output evaluation, prompt design, RAG patterns, NLP/BERT

BACKEND & DELIVERY

REST API design, backend services, React/Vite, Streamlit, Power BI & DAX, pandas, NumPy, Matplotlib, Seaborn, Plotly

COMMERCIAL

Business acumen, problem framing & scoping, pricing strategy, supplier negotiation, range & assortment, tenders, P&L ownership, team leadership, public speaking

LANGUAGES

Swedish (native), Norwegian (fluent), English (fluent)