

Isaac Newton's CV

Austin Willis

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Education

BSC in Business Analytics September 2021 - December 2025 *Brigham Young University - Idaho* Rexburg, ID Overall GPA: 3. Minor: Statistics VP Management Consulting Society, Data Science Society Area of interest: Investment Banking, Management Consulting, Wealth Management, Data Science

Work Experience

Student Leadership Asst. Director August 2024 - Present *Brigham Young University Idaho* Rexburg, ID Trained and developed 30 top student leaders in weekly meetings, facilitating brainstorming sessions on campus- wide challenges and promoting collaborative problem-solving leading to more than 7 carried out student initiatives Conducted weekly leadership training meetings with top student leaders, by brainstorming sessions on campus- wide challenges and promoted collaborative problem-solving Served as student representative on the Executive Councils by contributing to high-level decision-making on campus policies regarding curriculum and student development for 22,000 students

Trip Leader | HXP May 2024 - August 2024 *Humanitarian Experience / HXP* Quetzaltenango, Guatemala Led a group of 41 participants in international humanitarian projects by ensuring safety, team cohesion, and project completion Created a community between participants, local partners, and HXP, through translation and itinerary management between 15 local and foreign vendors

Intermediate Statistics TA January 2024 - April 2024 *Math 325 Bro. Saunders* Rexburg, ID Delivered one-on-one and group support to students, clarifying complex statistical concepts and using R programming techniques to visualize databases with 1000's of entries Facilitated

review sessions and office hours, addressing student questions and enhancing understanding of statistical analysis using R-studio in guiding 35 students through projects

ADT Security/Moxie Pest Control April 2022 - August 2023 *Direct to Consumer Sales* Charlotte NC /Austin TX Achieved and exceeded sales targets by building rapport, redirecting customer concerns resulting in increase in revenue by thousands of dollars Sold over \$250,000 dollars in cold call revenue by door to door approach from personal sales over two 3 1/ month periods resulting in increase of recurring revenue Monitored more than 200 customer accounts and contracts by personal outreach, preventing account fall-off and profit loss by more than 18 %

Key Skills

Data Analysis: SQL, Python, R-Studio, Microsoft Excel, Statistics, Jupyter, Google Analytics

Business Intelligence: AWS, Tableau, Power-BI

Other Skills: Microsoft Powerpoint, Word

Soft Skills: Sales, Leadership, Problem Solving, Time Management, Communication