

# CARLOS CRESPO

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## SUMMARY

Software engineer with a CS degree from USF and a track record of shipping production applications. Combines strong technical fundamentals with real-world business experience turning around a struggling cafe to profitability.

## EDUCATION

### Bachelor of Science in Computer Science

University of San Francisco

Relevant Coursework: Artificial Intelligence & Machine Learning, Operating Systems, Web Development, Systems Programming

- Built machine learning pipelines using scikit-learn, including Random Forest classifiers with feature engineering
- Used Git and GitHub for version control, collaborative development, and CI/CD workflows

## WORK EXPERIENCE

### General Manager - La Joya Cafe

Sep 2024 - Present

- Increased sales by 107%, turning monthly losses into profitability through brand development, website improvements, and consistent social media marketing
- Improved operational efficiency by auditing finances, tracking inventory, and retraining staff to reduce costs and improve service quality
- Expanded customer traffic and community presence by organizing dinner collaborations, community events, and catering services

### Web Designer / Developer - Contract

Mar 2025 - Present

- Designed, built, and launched websites for small businesses, including la-joya-cafe.com and cc-pi.com, based on client goals and branding requirements
- Implemented basic SEO and performance optimizations to improve visibility and customer reach
- Provided ongoing site updates, maintenance, and content changes to support evolving business needs

### General Manager - The Midway SF

Mar 2022 - Sep 2024

- Managed daily operations for a multi-venue arts and events space, leading teams of 7-10 across service, cashier, and kitchen roles
- Oversaw inventory, cost tracking, and financial reporting to support accurate forecasting and profitability
- Coordinated event operations with artists, vendors, and staff to ensure smooth execution and positive guest experiences
- Led hiring, training, and scheduling to maintain an efficient, high-performing team

## PROJECTS

### AI Model Performance Analyzer | GitHub: Crespo1301/AI\_Analyzer\_Crespo

- Built a multi-model evaluation platform to compare NFL betting predictions using a dynamic scoring system across seven categories, including analytical accuracy, strategy quality, and insight depth
- Designed a data-driven betting framework using advanced NFL metrics (DVOA, EPA, success rate) and contrarian signals such as third-down efficiency, public money distribution, and line movement
- Developed and deployed an interactive web application that allows real-time model comparison, filtering, and score adjustments through a clean, professional interface

## KEY SKILLS

- Programming: Python, Java, JavaScript, C, Haskell, HTML/CSS
- Web Development: Full-stack development, responsive UI design, deployment, basic SEO
- Machine Learning: ML pipelines, Random Forest models, feature engineering, model evaluation
- Tools: Git, GitHub, Linux, VS Code, Microsoft Office
- Professional: Problem-solving, systems thinking, leadership, teamwork, communication