**Ian Lindstrom**

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**EDUCATION**

**Ohio University, College of Business** | Athens, Ohio May 2024

*Bachelor of Business Administration and Bachelor of Sport Management* GPA: 4.0

Majors: Business Analytics, Management Information Systems, and Sport Management

**EXPERIENCE**

**PetSmart** | Phoenix, Arizona May – July 2023

*Merchandise Planning & Allocation Intern*

* Collaborated with demand planners and accredited vendors such as Nestle, Mars, and more, to create a performance dashboard that monitors over $6 billion worth of sales on a per-vendor basis
* Accurately forecasted $147 million in projected sales for the Flea & Tick department through proficiency and application of Microsoft Excel and MicroStrategy.
* Managed multiple high-impact projects in a fast, dynamic environment with utmost precision

**Rapsodo** | St. Louis, Missouri June – August 2022

*Business Analytics and Operations Intern*

* Analyzed large B2B revenue streams of over $4,000,000 in profit and identified future sales growth strategies on a per-consumer basis through the use of Excel, NAV, SPS, and Stackline
* Conducted Amazon golf line return audit of over 400 transactions to identify improvements for long-term B2C conversion rates through the use of Salesforce and Microsoft Excel
* Cleaned and organized all company sales records since 2020, including $7,200,000 in revenue

**LEADERSHIP ACTIVITIES AND MEMBERSHIPS**

**Ohio Baseball** | Athens, Ohio November 2021 – Present

*Director of Analytics*

* Crafted personal development plans for players with the use of advanced analysis of Rapsodo personal statistics, including launch angle, exit/pitch velocity, and spin rate/efficiency
* Compiled and evaluated over 20,000 pitches of data to prepare analytically driven scouting reports on opposing teams which generated an 80%-win rate

**Ohio Hockey** | Athens, Ohio September 2021 – Present

*Game Operations Assistant*

* Oversaw the distribution of all season ticket sales for over $6000 in profit, including the creation of a tracking system through Microsoft Excel
* Developed strong communication skills through the precise execution of before-game presentations and in-game events to maximize the fan experience

**Ohio Sports Analytics Team** | Athens, Ohio August 2021 – Present

*President*

* Executed a consulting project with Vantage Management Group through the use of Python that boosted Paris Johnson Jr. to the NFL 2023 6th overall pick and earned him $30,360,000
* Created the first-ever OSAT case competition including teaching content, organizing competition structures, and constructing a judges panel of highly distinguished professionals in the industry
* Planned and executed a professional networking trip to St. Louis including meeting with panels from the St. Louis Cardinals and St. Louis Blues

**HONORS AND AWARDS**

**2023 COSMA National Case Competition Champion** |Tampa Bay, FloridaFebruary 2023

**Ohio AIS Excellence Award** |Athens, OhioApril 2022

**Dan Lowe Scholarship Award** |Athens, OhioMarch 2022