

Leo Minichillo

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SUMMARY

Dedicated Economics graduate with a minor in Data Science, offering 2 years of experience in improving LLMs through robust evaluation techniques. Proficient in SQL, Excel, and R. Strong financial literacy through economic analysis and business acumen, complemented by a track record of hard work in high-pressure sales and quality management roles, consistently achieving measurable results. Eager to apply critical thinking and a results-driven mindset to deliver impactful insights and operational excellence.

EXPERIENCE

Quality Analyst (AI Reinforcement Learning)

Outlier AI

June 2024 - Present, Remote

- Evaluate AI-generated responses against established rubrics to enhance performance and accuracy.
- Refine and rewrite content to surpass state-of-the-art language models, ensuring improved data quality within 4-7 interaction turns.
- Performed detailed evaluation of AI outputs using structured rubrics, leading to a rating average of 4.3 out of 5.
- Critique peer revisions and identify areas for improvement based on defined quality standards.

Door-to-Door Sales Representative

Vantage Marketing and Flex Power

June 2023 - November 2023, Avon, CT and Tucson, AZ

- Executed a high-volume pest control Door-to-door sales campaign in Connecticut with Vantage Marketing, closing 80+ contracts and generating over \$50,000 in revenue during a single summer season.
- Transitioned to a two-week solar sales blitz in Tucson, AZ, with Flex Power (operating under the same owner), effectively adapting door-to-door strategies to a new industry.
- Employed persuasive communication, overcame customer objections, and maintained resilience in both campaigns, consistently improving cold lead-to-sale conversion rates in challenging high-rejection environments.
- Achieved a top sales rookie performer status within the team by securing a record of 7 contracts in one day.

Quality Control and Assurance Manager

E&E Foods

June 2021 - July 2022, Egegik, AK

- Oversaw production processes and flagged operational issues to ensure adherence to strict quality standards.
- Spearheaded production optimization workflows and increased operations efficiency, achieving delivery output of over 6 million lbs of salmon, a record at the plant.
- Supervised a team of 20-30 processors per shift, enhancing production efficiency through strategic allocation of resources.

EDUCATION

Bachelor of Arts, Economics

Minor in Data Science • University of Washington • Seattle, WA • 2023 • 3.63

SKILLS

Advanced SQL

Data Analysis & Statistical Modeling (R)

Digital Literacy

Data Storytelling

Written and Verbal Communication

Presentation Skills

Business Acumen
