Leo Minichillo

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SUMMARY

Analytical Economics Graduate with 2 years of experience enhancing AI-generated content using robust evaluation techniques. Seeking opportunities to leverage SQL, Excel, and R to drive data-driven insights and improve operational efficiency.

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