


Leo Minichillo

Economics Graduate

 lwminichillo@gmail.com

 206-552-5261

 [linkedin.com/in/leo-minichillo/](https://www.linkedin.com/in/leo-minichillo/)

Results-driven professional with a strong foundation in economics, data analysis, and quality assurance. Experienced in leveraging data-driven insights to improve operational standards and enhance decision-making. Demonstrated success in high-pressure sales environments, consistently exceeding targets through effective communication and strategic customer engagement.

Professional Experience

- Quality Analyst (AI Reinforcement Learning) - Remote

Outlier AI

June 2024 - Present

 - 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.
 - Critique peer revisions and identify areas for improvement based on defined quality standards.
- Door-to-Door Sales Representative - Avon, CT and Tucson, AZ

Vantage Marketing and Flex Power

2023

 - 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.
- Quality Control and Assurance Manager - Egegik, AK

E&E Foods

June 2021 - July 2022

 - Oversaw production processes and flagged operational issues to ensure adherence to strict quality standards.
 - Implemented updated QA protocols and statistical quality control measures, reducing product defects and improving output consistency.
 - Managed high-volume operations, working 100-hour weeks to maintain optimal production outcomes.

Education

- University of Washington

Graduated 2023

 - Bachelor of Arts, Economics
 - Data Science Minor
 - GPA: 3.63

Core Skills

- - Data Analysis & Statistical Modeling (R)
 - Advanced SQL
 - Strategic Sales & Lead Conversion

- Quality Assurance & Process Improvement
 - Digital Literacy
 - Customer Engagement & Relationship Building