Leonardo Montes Quiliche

leo.mq06@gmail.com | linkedin.com/in/leo-mont/

Objective

Driven 18-year-old student known for his hardworking nature, passionate about making a change in the world and employing problem-solving skills to drive strategic decision-making and innovation, with the goal of becoming a founder himself, seeks to familiarize himself with an innovative environment and learn how to scale businesses.

Education & Awards

Queen's University | Honours Bachelor of Applied Science Sept 2023 – April 2027

- 3.7/4.0 GPA | **Coursework:** Engineering Project Design, Intro to Computer Engineering I and II, Calculus I and II
- **1 of 6 students** selected in my class to design the traction system of a lunar rover for the **Canadian Space Agency**

International Engineering Admission's Award ($60K) May 2023

Next Generation Of Medical Simulation Hackathon (2nd) February 2024

Technical Skills

Languages & Technologies: Python, Pandas, Jupyter Notebook, Figma
Interpersonal skills: Problem Solving, Collaboration, Communication, Interpersonal Relationships

Relevant Experience

Data Analyst | QMIND September 2023 – December 2023

Python, Pandas, Matplotlib, Seaborn, Jupyter Notebook Toronto, ON

- Collaborated with a team of 6 to build a **Dynamic Pricing Machine Learning model** for Summerhill Resorts to optimize pricing based on seasonality, focusing on the fluctuating prices during holidays and weekends
- Cleaned and processed **2 data frames** with data of Daily Revenue and Rent Roll collected over a **span of 3 years,** containing **property name, arrival & departure date, occupancy percent, reservation income, etc.**
- Manipulated data, created columns for net charge, weekend, holiday, date (singular), and merged both data frames
- Built data visualizations using Matplotlib & Seaborn, generated scatter plots/box plots/line graphs for the distribution of reservation charges vs date, month, year, property, and more to observe seasonality.
- Implemented a **supply and demand function** and a **random forest algorithm** to derive quantitive insights and calculate **optimal pricing**, factoring occupancy rate, holidays, month, and day of week

Logistics Lead | Canadian Undergraduate Conference on AI December 2023 – Present

Logistics, Event Planning, Outreach, Negotiation Kingston, ON

- Coordinated the logistics for a **2-day conference** featuring speakers and sponsors **($70K+ in funding)** from industry-leading companies such as **Microsoft, Amazon, Cohere, RBC, and Deloitte**
- Brought on **3 new companies** to provide refreshments & beverages at discounted pricing **(15%, 21%, 10%)**
- Created the Delegate's Hub using Notion, a web page for the **350+ delegates** containing a to do list to prepare for the conference, a minute by minute rundown of each day, hotel information, speaker profiles & more

Marketing Lead | QMIND October 2023 – Present

Figma, Leadership, Collaboration, Technical Writing Toronto, ON

- Leading the marketing for the Tech Editorial of Canada's largest undergraduate organization on AI, QMIND, with over **2,600 hours of read time** and **60+ published articles**
- Producing marketing material with **Figma** and managing their distribution through QMIND's social medias

Founder | Scinova December 2022 – January 2024

Business Management, Problem Solving, Innovation, Education, Leadership Lima, Peru

- Founded a tutoring company in my last year of school **(16 y/o)** to contribute to the expenses of studying abroad
- Managed the preparation of **10+ IB students** from Peru for the 2023-2024 IB exams in Mathematics and Physics
- Generated **$1K+ in revenue**, landing clients through word of mouth and marketing via WhatsApp

Projects

Lunar Rover Traction Mechanism | Canadian Space Agency January 2024 – Present

- Designing a rover prototype able to traverse **0.6 m** of sandy terrain at different angles in under **30 seconds**
- Modelling a biped traction system using CAD to incorporate in the CSA's P.E.E.K Bot Lunar Rover

Automated Fluid Dispenser | Smith Engineering September 2023 – December 2023

- Collaborated in a group of 5 to design a machine from the ground up, able to dispense distinct software-specific volumes of liquid and powder into 5 test tubes in under **120 seconds** at a push of a button

Additional Information

Certifications: Learn Python 3, Learn Data Analysis with Pandas, Machine Learning and AI Fundamentals, Learn Javascript
Languages: English (Bilingual Proficiency), Spanish (Bilingual proficiency), German (Limited working proficiency)