

Zachariah Lerman

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EDUCATION

University of Massachusetts Amherst College of Engineering <i>Bachelor of Science, Industrial Engineering</i>	Amherst, MA GPA: 3.49/4.0 <i>Graduate, 2020-2024</i>
Southern New Hampshire University <i>Master of Business Administration</i>	2024-Present GPA: 4.0/4.0 • Honor Roll Recipient – 2024 D-4 (Oct-Dec), 2025 D-1 (Jan-Mar), 2025 D-2 (Mar-Jun), and 2025 D-3 (Jun - Aug)

RELEVANT COURSES

Measuring success in an Org, Building Business Leaders, Innov/Strat High-Perform Orgs, Leading People and Orgs, Org Strategy in a Global Environment, Supply Chain Logistics, Engineering Economic Decision Making, Production Planning & Statistical Quality Control, Predictive Analytics&Statistical Learning, Operations Research I&II, Human Factors Engineering

PROJECTS

Capstone Design	Spring 2024
Optimized the course scheduling of the UMASS MIE department of 46 courses, 30 timeslots, and 45 professors by formulating a mathematical model to develop a functioning binary linear optimization program using AMPL	
Supply Chain Game	Spring 2024
In a team of 4, competed in 2 separate simulations coming in 1st place both times. Tasked with making decisions managing a supply chain network to maximize profits under uncertain customer demands	
Campus Recreation Center Application	Spring 2022
Designed a prototype application for the campus recreation center using a human-centered design approach	

WORK EXPERIENCE

Verizon <i>Analyst-Operations Support</i>	Dorchester, MA <i>July 2024 - Present</i>
• Create an underground damage field process for dig safe compliance saving over \$1 million in MA & RI	
• Manage approximately 5,000 reimbursable jobs across the Northeast to optimize a revenue stream for Verizon.	
• Generate presentations and tutorials educating directors and field teams on DPU compliance, New England Payroll template, Next-To-Go tickets and MARI field report using different Verizon systems, and many more.	
• Travel, set-up, run, and break down all-employee and all-management calls for GN&T.	
Verizon <i>Operations Support Intern</i>	Boston, MA <i>June 2023 – August 2023</i>
• Collaborate with leadership, local managers, engineers, and technicians, to build out fiber optics network in Boston.	
• Identify a new revenue stream through the use of a Geospatial software tool to increase the penetration rates	
C-4 Analytics, LLC <i>Sales Operations Intern</i>	Wakefield, MA <i>July 2022 – April 2023</i>
• Providing administration support to both the Sales Operations and Marketing teams in reporting through Salesforce	
• Perform on projects collecting and analyzing data on potential clients to identify new revenue opportunities	

ACTIVITIES

Shovel Town Basketball Club <i>Coach/Trainer</i>	Easton, MA <i>August 2024 – Present</i>
• Coaching and training youth boys and girls to improve their abilities on and off the court	
Kappa Sigma Fraternity – Gamma Delta Chapter <i>Member</i>	Amherst, MA <i>September 2021 – June 2024</i>
• Volunteer work with neighborhood cleanup, Stone Strong for Lymphoma Walk, UMass Dance Marathon, etc	

SKILLS

Computer: AMPL, R Studio, Geospatial Tools, Salesforce, Microsoft Office, Google Applications
Interests: Traveling, Sports, Cinematic Entertainment