

# Marco Antonio Curiel

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## EDUCATION

**University of California, San Diego**

Aug. 2025

M.S. of Data Science

**San José State University**

Aug. 2021 - May 2024

B.S. in Economics | Minor in Applied Computing for Behavioral and Social Science | 3.93 GPA

## TECHNICAL SKILLS

**Languages/Technologies:** Proficient in **Python**, R, RStudio; Familiar with **SQL**, HTML, GitHub; Experienced with Tailwind CSS; Fluent in Spanish and English

**Certifications:** Six Sigma Certifications: White Belt; IBM Certifications: Machine Learning for Python

## PROFESSIONAL EXPERIENCE

**Recht Associates - SDR / Operations Intern**

June 2024 - Present

- Create monthly reports on open opportunities for sales engineers, **boosting commission forecasting accuracy by 57%** and ensuring consistent updates from sales engineers, resulting in a **33% increase in reporting accuracy**.
- Founded initiative to conduct analysis on CRM's to improve data analysis and reporting, **pitched to the President**, and designed custom opportunity and commission reports for partner manufacturers.

**CopperPoint Insurance Companies - Operations Intern**

May 2023 - August 2023

- Directed a savings analysis on the paperless initiative for agents and policyholders, incorporating a GTM strategy to improve policyholder turnover rates by an **additional 37%** and assisted in designing data pipelines for new KPIs
- Conducted a cost-benefit analysis of the office supply vendors to enhance efficiency, leading to proposals that were **pitched to the VP and SVP**, which **improved compliance by 18%** and diminished inconsistencies in vendor and finance reports
- Designed a roadmap and dashboards that streamlined policyholder onboarding and the consolidation of client and agent accounts from Salesforce to Guidewire, resulting in a **27% reduction** in onboarding procedure time

**Community Strong Strategies - Marketing and Project Assistant**

July 2022 - January 2023

- Analyzed Downtown San Jose businesses to create presented dashboards, uncovering inefficiencies in City programs, and crafted workshops for small business owners

**Heckman Financial and Insurance Services - Financial Planning Intern**

January 2022 - April 2022

- Managed client portfolios totaling over **\$234M+** and **crafted financial reports** to aid in client meeting proposals using RMDs, Wealthscape, DST Vision, and CRM tools

## LEADERSHIP AND ACTIVITIES

**San Jose Consulting Group - Project Manager**

January 2023 - May 2024

- Secured **\$1.3k** in funding for the club's first major case study competition - SJSU Annual Case Competition with over **60 participants**
- **Managed 6 teams** of student consulting analysts and assigned them projects with partnered companies such as hellohive and Hub App using go-to-market strategies to target specific business challenges