Sam Whitehurst

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EDUCATION

Data Science Bootcamp
Flatiron School • Remote • Expected Graduation October 2023

Bachelors of Science, Finance
Virginia Polytechnic Institute and State University • Blacksburg, VA

EXPERIENCE

Senior Mental Health Specialist
Mass General Brigham, *Salem, MA*   August 2021 – June 2023
- Collaborated with psychiatrists, nursing directors, nurses and social workers to develop patient care plans
- Managed the unit environment, including patient and staff experience management
- Implemented new unit protocols, leading all staff trainings to foster a safer unit environment
- 2022 Robert G. Norton Leadership Award recipient
  - A peer-nominated award recognizing exemplary leadership in the face of crisis situations

Director of Domestic Operations
Moondance Adventures, *Nashville, TN*   January 2018 – August 2021
- Operations Responsibilities:
  - Developed over 120 domestic itineraries for trips ranging from 2-4 weeks for the 2021 season
  - Collaborated with over 50 outfitters across 12 states to coordinate various outdoor activities
  - Managed the domestic operating budget of over $3M per season
  - Built a financial model to assist leadership team with financial projections during unprecedented operations through the pandemic
  - Executed a strategic pivot during the 2021 season that increased our domestic trip count from 70 to 120, which retained over $2.1M for the company when International trips were cancelled
  - Built an incident database to track and mitigate risk across our various trip activities and locations
- Cross-functional Responsibilities:
  - Cross-team project lead, responsible for designing projects, coordinating with fellow directors and assigning tasks to individuals across the Finance, Staffing and Admissions departments
  - Fostered hospitality-centered environment and trained new staff to support key stakeholders
  - *Staffing Dept. Collaboration*: Developed and instructed seminars for roughly 125 seasonal staff annually prior to staff deployment into the field
  - *Admissions Dept. Collaboration:* Conducted enrollment metric analysis for the Admissions department to better understand the key metrics driving sales and profitability

RESTAURANT EXPERIENCE

Mellow Mushroom, *Server* | **Blacksburg Taphouse,** *Line Cook* | **Ruth's Chris Steakhouse,** *Food Runner*

PROJECTS at Flatiron School   github.com/SamBen804

Movie_Budget_Risk_Analysis
- Conducted research to determine the optimal film type to recommend for a company entering the film industry working with data housed in a SQL database
- Aggregated film genre data and engineered metrics to measure the return on investment

Aviation_Safety_Recommendations
- Analyzed aviation incident data using python to determine the least risky venture for a companies in the aviation industry.

SKILLS

Fields of Interest: Business Strategy, Data Analytics, Customer Journey, Statistical Analysis

Technical Skills: Python, SQL, Database Management, Excel