Andrew Hummel

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EDUCATION

M.Sc. International Public and Social Policy — London School of Economics and Political Science   2023–2024

London, United Kingdom

- Distinction-Earning Thesis: "GDPR, Employee Power, and Workplace Surveillance"; Examined AI workplace surveillance under European legislation (Advisor: Dr. Virgi Sari)
- Coursework: intersections in emerging deep technology, national security, and surveillance

Final Year Bachelor's Exchange — University of Zürich   2021–2022

Zürich, Switzerland

- Coursework: international fiscal policy dynamics, investment flows, and China's Belt & Road Initiative

B.S. Economics — University of Kentucky   2018-2022

Lexington, KY

EXPERIENCE

First Hire/Head of Data Strategy — Milly Books   2023–Present

Remote

- Owned, maintained and helped build the startup's full data infrastructure, enabling KPI tracking for onboarding, marketplace action, buyer-seller engagement, and GTM campaigns that drove decision-making across all areas of the company
- Aggregated market and user data to inform decision making, identifying opportunities that led to 12 deals worth $750k+
- Partnered across operations, sales and product teams to translate fragmented datasets into transparent, actionable intelligence
- Authored executive briefings and reports that informed strategic decision-making across the company
- Conducted comprehensive market research and regulatory analysis across 30 state insurance markets worth $300M
- Gained hands-on experience architecting ML-driven data pipelines

Research Intern — Xometry   2021–2022

Washington, DC

- Managed a product research project on platform economics and supply–demand dynamics, identifying bottlenecks, contributing to a broader initiative that increased platform user turnover 12% during my time at the company
- Segmented buyers and modeled price elasticity, leading leadership to modify the pricing algorithm and market-entry incentives
- Coordinated data collection and analysis across teams, strengthening project management and research execution skills
- Translated technical concepts in projects to BizOps and Sales teams

SKILLS

Policy research • SQL (PostgreSQL, Databricks SQL) • Data pipeline design (dbt, Dagster, Pyspark) • Cloud/data infrastructure • Executive reporting & GTM planning • Python (minimal) • Data Visualization (Metabase) • Market/competitive analysis