

# CONOR R. KELLY

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4625 Wilson Boulevard  
Arlington, VA 22203

## EDUCATION

### **University of Notre Dame**

Bachelor of Arts

GPA: 3.7

Notre Dame, IN

Major: Political Science

May 2014

Minor: Business Economics

### **Johns Hopkins University – Master of Science in Applied Economics**

Washington, DC

Fall 2017 – Present

Focus in Quantitative Methods

## EXPERIENCE

### **Hanover Research** Arlington, VA

*Content Director – K12 Education*

*December 2016 – present*

- Directly manage and am solely responsible for consulting engagements with 30 education-sector clients. Manage research, planning, and evaluation initiatives on behalf of public school districts, state departments of education, and independent schools.
- Promoted to client engagement and project management role in December 2016.
- Oversee planning, execution, and delivery of wide range of research project methodologies, including survey design and analysis, literature reviews, focus groups, and quantitative analyses.
- Collaborate directly with senior cabinet-level leaders of education agencies including superintendents, heads of school, and directors of research and evaluation to plan and execute impactful research agendas.

*Content Analyst*

*September 2015 – November 2015*

- Produced custom research reports for K-12 school districts and higher education institutions.
- Supported school district and university strategic planning efforts with operational benchmarking, evaluation of new program offerings, competitive analyses, best practices, and other research methods across a wide variety of educational fields.
- Edited and revised work of both junior and tenured analysts for client delivery.
- Served as project lead for other analysts in addition to own project work and responsibilities.
- Interviewed applicants and reviewed application materials and assignments to support Human Resources in hiring process for new analysts.

*Research Associate*

*June 2014 – August 2015*

- Produced more than 40 research reports on tight deadlines for K-12 and higher education clients.
- Gained experience with project management and research design, data management, and survey design and analysis.
- Independently developed data tool in Excel using American Community Survey data for company-wide internal use.

## LEADERSHIP AND ACTIVITIES

### **Effective Data Use in Education Systems– Harvard University Center for Education Policy and Research**

March 2017

- Online course in data analytics for education decision-making through CEPR's Strategic Data Partnership.
- Completed 30-hour practicum in cleaning and analyzing large-scale education datasets in Stata.

### **Coordinator – Hanover FC**

*July 2015 – present*

- Coordinator and captain of Hanover Research intramural soccer team

### **Fullbridge Program** Bowdoin College – Brunswick, ME

*January 2013*

- Studied and applied concepts in accounting, finance, and business communication in three-week, full-time program. Led all financial analysis within team, including modeling, cash-flow analysis, and creation of financial statements.

### **Student International Business Council**

*September 2011 – May 2012*

- Performed research and presented analysis for consulting cases with Deloitte and Boston Consulting Group.

## SKILLS

- Language – highly proficient in Spanish
- Software – *Expert*: Stata, Microsoft Office suite; *Basic*: MarketSight, SPSS, R, Python
- Academic – Coursework in quantitative analysis (econometrics, microeconometrics, machine learning, survey research methods, quantitative political analysis)