Daniel Dycus

ddycus@yahoo.com | magnoliamarmalade.com | 707.400.3919

EDUCATION

SONOMA STATE
Master of Business Administration
2023-2025 | Sonoma, CA
College of Business
GPA : 4.0

WASHINGTON STATE
MSc. in Food Sciences
Jun 2016 | Pullman, WA
College of Agricultural, Human, and Natural Resource Sciences
GPA : 3.3

UNIVERSITY OF TENNESSEE
BSc. in Biochemistry
Jun 2012 | Knoxville, TN
College of Arts and Sciences
GPA : 3.0

LINKS

Github:// **dandeelyon**
LinkedIn:// **danieldycus**

COURSEWORK

Applied Mathematics
Statistical Methods in Research
Food Chemistry
Food Law
Wine Microbiology
Sensory Eval. Food & Wine
Mathematical Models in Biology
Biochemistry
Supply Chain MBA
Ecology and Evolutionary Biology

SKILLS

PROGRAMMING
Over 5000 lines:
Matlab • R • LaTeX
Over 1000 lines:
Python
Familiar:
SQL
Certifications:
IBM Data Science Professional

WINEMAKING
100 Points:
2012 • 2014
95+ Points
2015 • 2016 • 2017
2018 • 2021

SUMMARY

Dynamic and strategic Business Development professional with extensive experience in winemaking, supply chain management, and data integration. Proven track record of driving business growth, streamlining workflows, and fostering strategic partnerships. Adept at leveraging technical and analytical skills to identify market opportunities and enhance business performance. Currently pursuing an MBA to further strengthen strategic and leadership capabilities.

EXPERIENCE

BLACKBIRD VINEYARDS | Director of Winemaking
June 2022 – Current | Napa, CA
- Developed and implemented business strategies that streamlined workflows and improved operational efficiency, leading to significant cost reductions.
- Created a failsafe using a Raspberry Pi to protect 40 million in revenue, demonstrating innovative problem-solving skills.
- Collaborated closely with marketing and sales teams to align business development strategies with sales objectives
- Cultivated strong relationships with key clients and stakeholders, acting as a trusted advisor and ensuring exceptional client satisfaction.

LAFFORT | Technical Director - North America
Jun 2019 - July 2022 | Petaluma, CA
- Led business development initiatives that resulted in a 25 % increase in market share within the North American market.
- Identified and cultivated strategic partnerships with key industry players, enhancing the company's ecosystem and driving growth.
- Conducted comprehensive market analysis to identify emerging opportunities and competitive landscapes, informing strategic direction.
- Managed cross-functional teams to execute business plans, fostering collaboration and achieving business objectives.
- Constructed multiple dashboards and applications using Python, extensive project management experience

BELLA + QUIXOTE | Assistant Winemaker
June 2015 – Feb 2019 | Napa Sonoma, CA
- Lead initiatives for ERP system upgrades
- Implemented strategies for the control of *Brettanomyces* in an earthen cave for barrel aging.

RESEARCH

WASHINGTON STATE UNIVERSITY SENSORY LABORATORY | Researcher
May 2013 – Jun 2014 | Pullman, WA
Worked with **Dr. Carolyn Ross** and **Dr. Kevin Vixie** to create a **Machine Learning System** responsible for predicting panelist responses to chemical compounds found in wine.

CENTER FOR GEOMETRIC ANALYSIS + DATA | Data Science
Jan 2014 – Jun 2016 | Pullman, WA
Projects included descriptive analytics, data mining, statistical methods, and machine learning approaches to classification. List of publications available upon request, or by clicking links below