David Vilensky

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EDUCATION

Cornell University   **Ithaca, NY**
B.S. Information Science, B.S. Applied Economics & Management   Anticipated Graduation: May 2024
- **Concentrations:** Data Science, Applied Economics & Management   **GPA:** 3.83

WORK EXPERIENCE

IBM   **New York City, NY**
Incoming Technical Sales Specialist   Summer 2022
- Grow clients' business by solving strategic problems with IBM's proven AI, Cloud, and hardware technology solutions
- Work with clients to drive revenue through in-depth, complex technical demonstrations, designing solutions, technical evaluations, and/or proof-of- concepts

Bankwell Financial Group   **New Canaan, CT**
Commercial Lending Intern   June 2021 – Aug 2021
- Utilized S&P Global's Capital IQ platform to query and analyze 280+ leads for the bank's commercial lending teams
- Prepared credit memos and company pre-screens to directly assist senior lenders in underwriting $11MM+ of loans
- Organized and engaged in pipeline planning sessions, client meetings, and site visits to ensure quality of operations

World by Shotglass   **New York City, NY**
Co-Founder, Director of Marketing & Analytics   Fall 2017-Present
- Implemented Search Engine Optimization alongside a targeted ad-campaign with a 900% ROI and 8% sales increase
- Managed social media outreach and advertising and addressed customer inquiries on Instagram, Twitter, and Facebook
- Used data science and machine learning skills to maximize inventory-to-expense ratio for 2,000+ Amazon listings

CAMPUS & LEADERSHIP EXPERIENCE

Cornell Global Business Club (CGBC)   **Ithaca, NY**
Vice President   Spring 2022- Present
- Networked and negotiated with executives at Ithaca companies to source consulting projects for CGBC Associates
- Grew CGBC's partnership with Deloitte by organizing a 4-person team for Deloitte Undergraduate Case Competition
Project Manager   Spring 2021 – Spring 2022
- Managed 5-person project team that maximized profits and optimized scheduling software at Ithaca ReUse company
- Communicated with Ithaca ReUse executives, delegated work to project team, and ensured accuracy of data models

Cornell University Sustainability and Design (CUSD)   **Ithaca, NY**
Technical Operations   Fall 2020- Fall 2021
- Managed and updated CUSD's digital resources to successfully communicate our goals and values to the public
- Oversaw the coding and design process of CUSDHub, a networking website intended to connect CUSD members

RESEARCH & TECHNICAL EXPERIENCE

Intricity   **New York City, NY**
Business Intelligence Intern   June 2021 – Spring 2022
- Leveraged the BladeBridge converter tool, a pattern-based micro-accelerator, that cycles through complex code types such as SQL, Stored Procedures, and Orchestration Jobs to migrate legacy databases to an online cloud environment
- Researched solutions to minimize complications arising from incompatibility of SQL dialects during data migration

Center For Finance, Technology, and Entrepreneurship (CFTE)   **London, United Kingdom**
Junior FinTech Consultant   Aug 2021 – Aug 2021
- Conducted a case study developing profit optimizing strategies for African money transferring Fintech Chipper Cash
- Presented findings from case study to Chipper Cash executives, achieving 5th place out of over 200 submissions

ADDITIONAL INFORMATION

Languages: Fluent in Russian || Conversational Proficiency in Spanish
Programming Experience: Java, Python, Pandas, SQL, Tableau, Gatsby, Spreadsheet Modeling, Data Modeling, ETL
Interests: Conservation and Sustainability, Community Outreach, Politics, Soccer, Gardening, Chess, FinTech
Honors/Awards: National Merit Finalist || Nassau County All Star Math Team || Member of American Mensa Society ||
1st Place on AMC 8, 10, 12 exams || 3x Long Island Math Fair Medalist || 3rd Highest Score in NYS on Math Kangaroo