

DREW LAIRD

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EDUCATION

The College of William & Mary, Williamsburg, VA | *Degree: Computational and Applied Mathematics and Statistics* **May 2023**

- **Cumulative GPA:** 3.74/4.0
- **Relevant Coursework:** Statistical Learning, Probability, Algorithms, Statistics, Statistical Data Analysis.
- **Awards:** Dean's List Fall 2020, Spring 2021, Fall 2021; Rocket Pitch Winner; Employee of the Semester Spring 2021; Lead Role in Cultural Play; featured in school newspaper and the Hartford Courant for cycling.

WORK EXPERIENCE

Wayfair, Boston, MA | *Strategy and Ecommerce Associate Intern* **June 2022 – August 2022**

- Successfully completed weekly projects including competitive landscape analysis, identifying and addressing gaps in our online assortment, sorting our extensive assortment into brands and archetypes, and producing supplier deep-dives for upcoming trade shows.
- Independently researched and presented a regression analysis that determined which factors were the greatest predictors of SKU success (measured in gross revenue) based on both quantitative and categorical data. Worked cross-functionally with numerous teams. Utilized extensive amounts of G Suite–Big Query, sheets, and slides.

William & Mary – Union Central, Williamsburg, VA | *Area Supervisor* **Fall 2019 – Present**

- Collaborate with other student coworkers to organize and advertise game events, manage an Instagram team, check in and out residents, as well as work on individual leadership projects. Increased occupancy by 64% since my start.
- Responsible for budgeting \$10,000, managing a team of nine people, designing schedules, and setting and upholding policies. Required photoshop, excel, and A/V equipment skills.

William & Mary – Bike Alliance, Williamsburg, VA | *Student Leader* **August 2021 – Present**

- Responsible for organizing group rides and events, maintaining a social media presence, connecting with new student and faculty, and communicating with a leadership team of one other student and community involvement staff.
- Perform basic upkeep on equipment, record inventory, design merchandise.
- Increased regular membership from one to two people to over fifteen in one semester.
- Featured in a full-page article in William & Mary's newspaper highlighting our leadership team, general philosophy, involvement on campus, and how to engage more with the club.

COMMUNITY INVOLVEMENT

Pan-Mass Challenge Fundraiser, Boston, Massachusetts | *Charity Rider* **June 2022 – August 2022**

- Raised \$7,545 and biked 186 miles for the Dana Farber Cancer Research Institute in honor of my aunt, Rosemary Mulligan.
- Organized a fundraising campaign independently and featured in The Hartford Courant, the biggest paper in my home state of Connecticut.

Filipino American Student Organization, Williamsburg, Virginia | *Member* **August 2019 – Present**

- Meet weekly with other Filipino and non-Filipino students to share culture, participate in events, and socialize.
- Awarded the lead role in the annual Filipino "Culture Night" play, *Kaarawan*.

Tribe Cycling and Eastern Bloc Cycling, Williamsburg, Virginia and Canton, Connecticut | *Cyclist* **Fall 2020 – Present**

- Cycle 200-300 miles weekly independently as well as participate in group rides for recreational and training purposes.
- Podiumed at William & Mary's local race for the school's team in the Atlantic Cycling Conference. Ride independently in New England at local criteriums.

Students for Carbon Dividends, New Haven, Connecticut | *Intern* **June 2018 – August 2018**

- Collaborated with other interns to design media campaigns and articles for the Yale branch of the Students for Carbon Dividends movement, a bipartisan climate action initiative.
- Utilized Adobe Photoshop skills as well as Microsoft Word.

SKILLS AND INTERESTS

Skills: Python, R, Machine Learning, Stata, Microsoft Suite, Photoshop, Film Photography, Electrical Soldering.

Languages: Spanish (Limited Working Proficiency).

Interests: Cycling, Film Photography, AI-Developed Training, Nutrition, Cooking, Bass Guitar, Musical Equipment.