DANTE SHOGHANIAN

dshoghanian@gmail.com • LinkedIn • GitHub • dante-s.me
6300 Green Valley Circle Apt 122 Culver City, CA 90230 - (818)914-9933

EDUCATION

Loyola Marymount University	Master of Science, Business Analytics	May 2026
University of California, Irvine	Bachelor of Arts, Psychological Sciences Minor in Criminology, Law & Society	June 2024

WORK EXPERIENCE

UCI Student Services *Crew Lead;* Irvine, CA — Oct 2022 – Jun 2024
- Managing a team of 20 overseeing operations at the Student Center
- Responsible for leading comprehensive training for new hires
- Providing administrative support with professional AV equipment
- Coordinating and executing large-scale events, accommodating up to 1500 attendees

Dreams for Schools – *Admin/Operation Intern;* Irvine, CA — Sep 2023 – Dec 2023
- Led CRM migration, transferring 2,500+ records, boosting efficiency by 35%
- Analyzed two years of financial data, influencing 20% of budgeting decisions
- Supported multiple cross-functional projects, improving operational efficiency by 30%.
- Led a community initiative, assembling 100+ STEAM kits, expanding STEM access for 500+ students.

Dad Brand Apparel – *Data Analyst Intern;* Los Angeles, CA — Jun 2023 – Sep 2023
- Analyzed 500K+ customer interactions, identifying shopping trends that increased conversion rates by 20%
- Optimized inventory forecasting, reducing stockouts by 30% through data-driven insights
- Evaluated marketing campaign performance, refining ad targeting strategies to improve ROI by 15%.
- Automated reporting dashboards, cutting manual data processing time by 40% and enabling real-time decision-making.

Film Solutions – *Data Entry Associate;* Burbank, CA — Jun 2017 - Aug 2019
- Accurately enter and manage data in post-production systems and databases
- Maintain data quality control through regular reviews and verifications
- Manage a high volume of data entry tasks with attention to detail and the ability to multitask

PROJECTS & AWARDS

1st Place – 2025 IDEAcorps MBA Consulting Challenge- Tipzy — Feb 2025- Mar 2025
- Built an 18-month scaling plan for AI-powered jukebox startup, Tipzy
- Executed a live pilot activation in New Orleans bars, driving 86% engagement through QR-based song requests and validating product-market fit.
- Designed a venue-facing ROI calculator to support B2B sales and demonstrate Tipzy's 70% revenue share.
- Awarded $5,000 as the top MBA team nationwide; Tipzy received $20,000 in non-dilutive funding based on our strategic plan.

Alteryx SoCal Datathon — Oct 2024
- Analyzed transportation and land use data from the Orange County Transportation Authority (OCTA) using Alteryx and Tableau
- Processed datasets in Alteryx, including GIS layers for transportation zones, bikeways, and population projections, streamlining data cleaning and merging
- Visualized trends in traffic, population growth, and bikeway usage through interactive dashboards in Tableau.
- Delivered actionable insights to support future transportation planning initiatives.

Healthcare Price Transparency Project
- Built a machine learning pipeline to predict hospital procedure prices and identify key factors driving cost variability across the U.S. healthcare system.
- Preprocessed and cleaned a massive healthcare dataset by using parallel computing tools and optimizing file formats to handle large-scale data efficiently.
- Combined hospital-level and procedure-level data to create a unified, enriched dataset for analysis and modeling
- Explored pricing trends across insurers, hospital locations, and patient categories to generate insights for cost transparency and policy recommendations.

ADDITIONAL INFORMATION

Skills: Data Analytics, Machine Learning, Predictive Modeling, Statistical Analysis, Python (Pandas, NumPy, Scikit-learn), R, SQL, Data Visualization (Tableau, Power BI, Matplotlib, Seaborn, ggplot2), Financial Modeling, ROI Analysis, Pricing Strategy, Revenue Optimization, KPI Development, Market Research, Competitive Analysis, Go-to-Market Strategy, Go-to-Market Planning, Growth Strategy, Management Consulting, Startup Consulting, Consulting Frameworks, Strategic Presentations, Client Communication, CRM, MS Excel, HTML/CSS/JavaScript

Languages: English (Fluent), Armenian (Fluent)
Interests: Cars, Soccer (Liverpool FC), Tennis, Music, Hiking
Work Eligibility: Eligible to work in the U.S. with no restrictions