

DANTE SHOGHANIAN

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EDUCATION

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

WORK EXPERIENCE

UCI Student Services <i>Crew Lead</i> ; Irvine, CA	Oct 2022 – Jun 2024
<ul style="list-style-type: none">Managing a team of 20 overseeing operations at the Student CenterResponsible for leading comprehensive training for new hiresProviding administrative support with professional AV equipmentCoordinating and executing large-scale events, accommodating up to 1500 attendees	
Dreams for Schools – <i>Admin/Operation Intern</i> ; Irvine, CA	Sep 2023 – Dec 2023
<ul style="list-style-type: none">Led CRM migration, transferring 2,500+ records, boosting efficiency by 35%Analyzed two years of financial data, influencing 20% of budgeting decisionsSupported 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 – <i>Data Analyst Intern</i> ; Los Angeles, CA	Jun 2023 – Sep 2023
<ul style="list-style-type: none">Analyzed 500K+ customer interactions, identifying shopping trends that increased conversion rates by 20%Optimized inventory forecasting, reducing stockouts by 30% through data-driven insightsEvaluated 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 – <i>Data Entry Associate</i> ; Burbank, CA	Jun 2017 - Aug 2019
<ul style="list-style-type: none">Accurately enter and manage data in post-production systems and databasesMaintain data quality control through regular reviews and verificationsManage a high volume of data entry tasks with attention to detail and the ability to multitask	

PROJECTS & AWARDS

1st Place – 2025 IDEAcors MBA Consulting Challenge- Tipzy	Feb 2025- Mar 2025
<ul style="list-style-type: none">Built an 18-month scaling plan for AI-powered jukebox startup, TipzyExecuted 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
<ul style="list-style-type: none">Analyzed transportation and land use data from the Orange County Transportation Authority (OCTA) using Alteryx and TableauProcessed datasets in Alteryx, including GIS layers for transportation zones, bikeways, and population projections, streamlining data cleaning and mergingVisualized 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	
<ul style="list-style-type: none">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 modelingExplored 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