

# JOHN HENRY (HANK) HAYES

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## EDUCATION

**The University of Texas at Austin** Bachelor of Business Administration, Management Information Systems May 2024  
Certificate: Elements of Computing  
Overall GPA: 3.61

## EXPERIENCE

**Dell Technologies** – *Project Management Intern*; Austin, TX June 2022 – August 2022

- Conducted 60+ stakeholder interviews to gather feedback on idea intake processes
- Synthesized stakeholder feedback to make recommendations greatly increasing communication efficiency
- Validated Salesforce feature request tickets to ensure clarity and completion before transferring to IT for development
- Developed a full-stack application matching new hires to managers based on preference data from each party, using Python, REST API, and React, during a 24-hour hackathon
- Translated technical documentation into easy-to-understand language for all stakeholders, increasing usage and familiarity with idea intake processes

**Floor Coverings International** – *Business Operations Analyst Intern*; El Paso, TX June 2021 – August 2021

- Researched an opportunity to enter commercial flooring markets, identifying 12 potential projects
- Designed an RFP bid template in Adobe Illustrator to supplement project proposals in order to build brand image
- Installed a floor for a client with no prior training after contracted installers quit

**The University of Texas at Austin** – Teaching Assistant; Austin, TX January 2023 – Present

- MIS 325: Database Management

## LEADERSHIP EXPERIENCE AND ACTIVITIES

**Phi Chi Theta, Delta Mu Chapter** – *Secretary, Careers Committee, Recruitment Committee* Fall 2020 – Present

- Automated attendance and philanthropic credit tracking for more than 140 members, using Python's *Openpyxl* library, reducing manual input by 95%
- Collaborated with a group of 20 to oversee recruitment and plan recruitment events
- Advised members by leading 10+ events on crafting resumes, managing recruitment, and other career advisory
- Volunteered in a variety of philanthropic events to benefit Saint Louise House of Austin, raising a total of \$4,500

**Distributive Education Clubs of America (DECA)** – *VP of Operations, VP of Corporate Relations* Fall 2020 – Present

- Directed membership enrollment and engagement for over 200 potential new members
- Compete in business case study competitions with over 210 colleges and universities internationally
- Procured corporate sponsorships from local and chain businesses in the Austin area

**Longhorn Entrepreneurship Agency** – *Incoming Director* Spring 2022 – Present

- Directing the rebuild of LEA, including recruitment, alumni partnerships, structuring, and working with student gov.

## HONORS

- DECA International Career Development Conference – 1<sup>st</sup> place in Sports and Entertainment Marketing April 2021
- University Honors Fall 2020

## ADDITIONAL INFORMATION

**Computer Skills:** Python, SQL, Excel, Figma, MongoDB, Tableau, Salesforce, Swift, XCode, Adobe Illustrator, MS Suite

**Interests:** Piano, Basketball, Contemporary Art, Video Game Speedrunning, Home Automation, iOS Development, Sneakers, Boulderling, "How I Built This with Guy Raz" Podcast, Mid-Century Modern Architecture

**Work Eligibility:** Eligible to work in the U.S. with no restrictions