

Harrison Haylock

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EDUCATION

B.S. Business Administration, Management Information Systems

December 2025

San Jose State University, San Jose, CA, GPA: 3.7

Delta Sigma Pi - Theta Chi Chapter

Relevant Coursework: Business Programming, Fundamentals of Management Information Systems, Systems Analysis and Design, Database Management Systems, Computer Tools for Business, Fundamentals of Finance

RELEVANT EXPERIENCE

Technical Sales Engineer Intern, Keyence, Chicago, IL

May 2024 - June 2024

- Utilized Keyence's in-house **Salesforce CRM** to query through **1,500+ customer records daily**, identifying leads for innovative product applications in various businesses.
- Ranked in the **top 10% of 80 interns** in performance metrics, including lead generation, sales calls, call duration, and new contact implementation into the Salesforce database, **projected to generate \$6,000**.
- Generated sales calls and applications for Keyence Instant Measuring machines, such as the IM-8000 series, bringing **\$50,000 in profit**.

Server, Topgolf, San Jose, CA

April 2023 - May 2024

- Delivered cold, freshly poured drinks to **300+ guests** in one shift by demonstrating outstanding energy and urgency.
- Ensured guest satisfaction by promptly providing essentials such as napkins and utensils, accommodating extra condiment requests, and rectifying incorrect food orders.
- Streamlined food orders for up to **800 daily guests**, collaborating closely with servers to enhance overall guest experience.

VP of Collegiate Relations, Delta Sigma Pi - Theta Chi Chapter, San Jose, CA

May 2023 - January 2024

- Organized and facilitated events with different chapters of Delta Sigma Pi and other on-campus organizations, focusing on **guest speakers, resume workshops, and networking activities** for groups of 30-40 participants.
- Coordinated with multiple local chapters in the Bay Area to optimize event processes, facilitating communication and collaboration among **50+ individuals**.
- Planned and executed large-scale events, organizing logistics, coordinating with speakers and participants, and ensuring a positive experience for all attendees.

PROJECT EXPERIENCE

Data Analytics Project, San Jose State University

August 2023 - December 2023

- Utilized Python Pandas data analytics library in Google Colab to analyze a large data set of **10,000 sales records**, with the specific goal of **increasing sales by 20%** within the next year.
- Applied **Python Pandas** data analytics library for six distinct data insights, showcasing proficiency in leveraging data analytics tools for business decision-making.
- Developed an interactive, **multi-layered menu** in Python and Pandas within Google Colab to dynamically display sales data, supporting up to **24 distinct queries** in an organized table format.
- Managed a team of 4 to suggest a **targeted discount strategy**, contributing to discussions on approaches for improving sales performance across various product categories.

Systems Analysis and Design Project, San Jose State University

August 2023 - December 2023

- Led a collaborative team of five in an **agile Systems Analysis and Design project** to design and implement an online inventory system for a **start-up construction company** in the Bay Area, utilizing barcode scanners to automate tracking processes and replace manual methods.
- Designed and secured **stakeholder approval** for five mobile application **UI prototypes**, enhancing an automated barcode-based inventory tracking system for improved operational efficiency.
- Employed various Project Management tools and methodologies, including **Lucidchart** for creating entity relationship diagrams and data flow diagrams, and **Microsoft Excel** for conducting an **economic feasibility analysis**.
- Demonstrated through an economic feasibility analysis the implemented solution would yield a substantial return on investment, **projected at 143%**.

RELEVANT SKILLS

- SQL & Python for data analysis
- Microsoft Office Applications such as Excel, PowerPoint, Word, and Teams
- Effective communication skills for project management and teamwork
- Customer Relationship Management Systems