

# Jake Leary

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## Summary

As a highly motivated economics graduate, I am passionate about using economic principles to tackle complex societal issues. My studies helped me understand key economic theory and I am keen to apply this knowledge to real-world problems. My knowledge of behavioural economics was useful for the analysis of data relevant to the profile and decisions made by consumers.

In my current role, assisting with the day-to-day financial accounts taught me the importance of optimising efficiency in the long term interests of the company. It enhanced my ability to make a useful contribution in the analysis of data for the team involved in the critical policy decision process.

I am dedicated to leveraging the skills acquired through my education and current role to actively contribute to sustainable development, striving for a career that not only aligns with my passion but also has a positive impact on society.

## Skills

Languages spoken: English (Native); Japanese (Successfully passed N4 Japanese government proficiency test; French (completed A level French)

Python: currently enrolled in Harvard University's CS50 python course on artificial intelligence; Python libraries used in past include: NumPy, Pandas, Matplotlib, NLTK

Stata: used for econometric analysis; regression; interpreting results using individual fixed effects, pooled ordinalry least squares

Microsoft excel: used for econometric analysis; regression; interpreting results using individual fixed effects, pooled ordinary least squares

## Professional Experience

### **Finance Assistant, Love Cocoa & H!P Chocolate**

April 2023 - Present

Data Analysis: Conducted weekly analysis of grocery sales data for our H!P chocolate sales, utilising Excel and data visualisation tools. Provided actionable insights for strategic decision-making for the marketing and sales team.

Financial Reporting: Generated and presented weekly reports on debt recovery, total invoices and credits being made, allowing for a clearer image of company performance. Assisted with end-of-month reports for senior leadership. Supported the finance director in financial forecasts for both brands.

Debt recovery: Through active monitoring of accounts receivable I successfully recovered £500,000 in overdue invoices through debt collection efforts therefore improving the company's overall cash flow and financial stability. Maintained positive client relationships while ensuring timely payments.

Process optimization: Collaborated with the operations team to streamline invoicing processes, reduce errors and reduce payment delays due to credit requests. Implementing brand coding of all revenue allowed for a clearer image of brand performance in the profit and loss statement.

### **Supervisor - Front of house, The Dynamo**

October 2021 - October 2022

Waiter and bartender skills: It was a challenge, a pleasure and a life learning experience to interact with the staff and the customers who represented a wide cross section of international backgrounds. Mentored and trained new team members.

## **Education**

### **University of Sussex, Bachelor of Science (Hons): Economics - Result 2:1**

2017-2021

Modules of interest included:

**Behavioural Economics:** analysis of irrational decisions which leads to a decline in efficiency in certain business decisions.

**Financial Economics:** The module required the use of excel to perform financial analysis such as use of the capital asset price model.

**Big Data and Economics:** The module focused on the use of python to perform machine learning techniques and data analysis.

**Applied Econometrics:** This module used Stata to perform regression analysis to

interpret results from a dataset.

**Millfield School, UK**

September 2013 - June 2017

A-Levels: Economics, Japanese, French, Mathematics; 10 GCSEs

**Interests**

Trekking in Nepal, travelling in Vietnam and Australia, walking in Switzerland.  
Discovery of cycling.