

# James Kalyviaris

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## EXPERIENCE

### Total Quality Logistics — Logistics Account Executive

August 2025 - December 2025

- Communicated with carrier services to negotiate competitive and fair freight rates for shipment pickups and deliveries.
- Coordinated routing for customer-submitted shipments and generated accurate, market-aligned rate quotes.
- Maintained continuous communication with carriers and customers, providing proactive shipment updates and resolving issues.
- Created and managed documentation including bill of lading (BOL) forms to ensure accurate and timely recordkeeping.
- Supported end-to-end transportation processes to ensure efficient, on-time delivery of freight.

### P&S Meats — Data Entry Intern

May 2024 - August 2024

- Utilized Pandas to structure and monitor sales trends, enhancing reporting clarity and speed.
- Built a SQL database to track full inventory lifecycle, supporting improved decision-making for product restocking.
- Managed accounts receivable/payable and ensured financial data integrity using spreadsheets and relational tools.

### Get Air Trampoline Park — Shift Lead

June 2022 - December 2023

- Led a team of 5-6 employees, managing event scheduling and task delegation.
- Organized cash handling and deposits, improving financial accuracy by 15%.
- Sold birthday party packages along with memberships
- Communicate with customers to provide information on the park as well as the event packages

### Business Analytics Capstone Project — Yogi Tea Amazon Sales and Pricing Analysis

- Collaborated with a client company (Yogi Tea) to solve a real-world business problem using advanced data analytics techniques.
- Developed an interactive regression model in Python incorporating price elasticity to forecast business outcomes and support strategic pricing decisions.
- Performed extensive data cleaning, transformation, and filtering to prepare clean and raw business data for analysis.
- Worked in a team environment to deliver actionable insights and recommendations in a final client presentation.

## Education

University of Iowa | Tippie College of Business

Major: Business Analytics and Information Systems

Overall GPA: 3.06 Iowa GPA: 3.16

Graduated, May 2025

## Technical Skills

*Programing & Data Analytics:*  
Excel, Python (Pandas, NumPy),  
SQL

*Data Visualization:*  
Tableau, Microsoft PowerPoint

*Data Management & Modeling:*  
Regression Analysis, Data Cleaning, Data Interpretation,  
Relational Databases

## Additional Experiences

*NJCAA Baseball:*  
1 year of Junior College baseball at Kishwaukee College where I developed strong leadership skills as well as self discipline, time management, and teamwork.

*Study Abroad:*  
Spent 1 month in Northern Italy where I was fortunate enough to gain insight on the operations of international business through company visits as well as guest speakers.

