

Landon Work

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EDUCATION

Utah State University | Jon M. Huntsman School of Business

Logan, UT

B.A. Finance & Economics, dual major; Portuguese Minor

May 2021

GPA: 3.77/4.0 while working 15+ hours/week

- Presidential (full-ride academic) and Louis-Caliendo Scholarships
- Computational modeling in Excel and Python
- Experience with queries, regressions, and statistics in SQL and R
- Coursework: Econometrics, Financial Modeling, Data Analysis, Independent Research

PROFESSIONAL EXPERIENCE

Center for Growth and Opportunity

Logan, UT

Undergraduate Research Fellow

Sep 2019 – Present

- Constructed city-level dataset with 16,000 observations and 20+ variables by web scraping and combined county-level CDC data for 10 variables and 900+ observations
- Accepted to present on the costs and benefits of income-share agreements at both APEE 2020 and UCUR 2021 research conferences
- Researched, presented, and written about energy technology wastes, and effects of misinformation through social media

Utah State University

Logan, UT

Teaching Assistant

Jan 2019 – May 2020

- Helped teach 114 students in Intermediate Microeconomics and Financial Management to maximize profit and price financial goods
- Graded hundreds of quizzes and papers, held 4+ office hours weekly, and smoothed out the transition to online teaching with the onset of the COVID-19 pandemic

Aptive Environmental

San Diego, CA

Sales Representative

May 2019 – Aug 2019

- Sold and serviced 110 pest control accounts with a contract term of 1 year or more
- Lost less than 5% of accounts compared to average of 8-12%
- Contacted homeowners 60+ hours/week while cooperating with 12-man team and office

VOLUNTEER SERVICE

Church of Jesus Christ of Latter-Day Saints

São Paulo, Brazil

Full-Time Service Volunteer

Sep 2016 – Aug 2018

- Taught 10-to-45-minute lessons to 600+ different individuals in Portuguese, often out-pacing other volunteers
- Led and trained 13 other volunteers to set goals, make ethical decisions, and manage time effectively
- Worked 60+ hours/week finding and teaching individuals personal and family development skills