

LUCAS HEVERLY

Pleasanton, CA • Economic and Data Insights Specialist •

lucasheverly9@gmail.com • www.linkedin.com/in/lucasheverly • <https://lheverly.github.io/>

PROFESSIONAL EXPERIENCE

- Fast Fiber LLC*, Sales Contractor, Los Angeles, CA Sept 2024-Present
- Conducted market research to identify local demands and competitive opportunities.
 - Developed persuasive presentations and proposals for prospective clients, proving effective communication skills.
 - Closed forty deals within my first twelve days of sales.
- The Drunken Crab*, General Manager, Santa Barbara, CA Aug 2022-Sept 2024
- Developed and maintained sales tracking systems using Excel functions such as SUMIFS and VLOOKUP for food and beverage.
 - Analyzed sales data and customer trends to develop strategies that increased annual sales by over 50%, achieving record highs in daily, weekly, and monthly revenue.
 - Transitioned all onboarding, payroll, and operational files to a streamlined digital system using ADP, DocuSign, OneDrive, and Excel, reducing administrative inefficiencies and improving accessibility.
 - Monitored and forecasted inventory needs for food and alcohol, leveraging analytics to improve stock levels and reduce waste.
 - Oversaw hiring, training, and performance management of staff, cultivating a high-performing team environment.
 - Revamped menus, updated furnishings, and implemented operational improvements to enhance the overall dining experience alongside improvements to our social media page on Instagram.
- Lacrosse Coach*, CA Jul 2020-Mar 2022
- Worked as a youth lacrosse coach in my hometown of Pleasanton and during my first years of education in Santa Barbara following COVID-19.
- Athlete*, Johns Hopkins University, Baltimore, MD Aug 2019-Mar 2020
- Recruited across the country to play for the Men's Division 1 Lacrosse team.
 - Awarded Amador High Athlete of the Year, First-Team All Leage, and First-Team All-State in Senior year of High School.
 - Rank #1 in CA and #8 Nationally for Men's High School All Time Records in Lacrosse Faceoff Wins.

EDUCATION

- University of Texas at Austin - Remote Pleasanton, CA
Data Analytics Essentials Program (4.11 GPA). High level coursework in SQL, Excel, Python, Power Query, Power BI 2024-2025
- University of California - Santa Barbara, Class of 2023 Santa Barbara, CA
B.A. Economics, Emphasis: Business & Analytics (3.5 GPA). Proficient in Excel, R, Quantitative & Qualitative Analysis 2020-2023
- UC Education Abroad Program Florence, Italy
Business & Entrepreneurship in Italy; Exchange Student for 2.5 months 2022
- Johns Hopkins University, Out-Of-State Student Baltimore, MD
Carey Business School 2019-2020

SKILLS & EXTRACURRICULAR ACTIVITIES

- Proficient in Data Analysis and Financial Modeling, including budgeting, forecasting, and cash flow analysis.
- Pandas, NumPy, Matplotlib, and Seaborn within Python.
- Skilled in writing complex queries using JOINS, window functions (e.g., LAG, LEAD, ROW_NUMBER), aggregations (e.g., SUM, COUNT, AVG), and subqueries to analyze large datasets, optimize performance with indexes and EXPLAIN plans, and transform data using CASE statements, string functions, and date operations.
- Extensive work with Microsoft Office (6+ years), Excel (6+ years), MacBook Applications (10+ years).
- Member of Zeta Psi Fraternity at UCSB with active participation in quarterly charity events.
- World Traveler – a month in Mexico, Honduras, the Philippines, and over two months in Europe.
- Youth Lacrosse Coach, avid skier, golfer, and music producer.
- Persistent, Coachable, Easy to Talk to, Analytical, Observational, Dependable, and Excited to Work.
- Worked extensively with Boys Team Charity and The Special Olympics throughout High School.
- Proficient in quantitative analysis, statistics, and data visualization, with hands-on experience in cleaning, analyzing, and interpreting real-world datasets using tools like SQL, Excel, Python, and R to identify trends, correlations, and actionable insights.
- Very interested in AI application, recently studying Machine Learning and LLMs through Github.
- Working toward Microsoft PL-300 Certification by Mid-February.