Lucas Heverly

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EDUCATION

University of California Santa Barbara
- Bachelor of Arts in Economics - Graduated 2023
- Upper Division GPA: 3.76/4.00
- Overall GPA: 3.45/4.00

University of Texas at Austin
- Data Analytics Essentials Bootcamp
- Microsoft PL-300 Certification
- Overall GPA: 4.11/4.00

Johns Hopkins University
- Division 1 Lacrosse Team

Skills: High Level Mathematics, Proficient in Microsoft and Mac Applications, Quantitative Analysis, Decision Making, Data Visualization and Storytelling, Recording Audio, Github Pages

Technical: SQL Querying, Python (NumPy, Pandas, Seaborn, Matplotlib), Excel, Power BI, Microsoft Office, AI Application

Qualities: Persistent, Coachable, Easy to Talk To, Analytical, Dependable, Observational

Hobbies: Music Production, Skiing, Hiking, Stock Market Analysis

EXPERIENCE

Sales, Brightspeed Fiber Optic (2024 - 2025)
- Technical Sales Knowledge: Acquired an understanding of ground level sales within an organization.

General Manager, The Drunken Crab (2023 - 2024)
- Data-Driven Decision Making: Analyzed sales data and customer trends to develop strategies that increased annual sales by an over 50%, achieving record highs in daily, weekly, and monthly revenue.
- Process Optimization: Transitioned all onboarding, payroll, and operational files to a streamlined digital system using ADP, Google Drive, and Excel, reducing administrative inefficiencies and improving accessibility.
- Inventory Management: Monitored and forecasted inventory needs for food and alcohol, leveraging analytics to optimize stock levels and reduce waste.
- Operational Leadership: Managed day-to-day operations for a high-volume restaurant, leading a team of staff in delivering exceptional customer experiences.
- Staff Management: Oversaw hiring, training, and performance management of staff, cultivating a high-performing team environment.
- Strategic Planning: Revamped menus, updated furnishings, and implemented operational improvements to enhance the overall dining experience alongside improvements to our social media page on instagram.

Various Jobs
- Always Busy: Maintained jobs throughout all years of University as a Lacrosse Player (2019), Assistant Golf Professional (2020), Bar Back & Lacrosse Coach (2021), and Restaurant Assistant Manager (2022).
- Volunteer Work: Work extensively with Boys Team Charity & Special Olympics throughout High School and engaged in multiple community events through my fraternal network of Zeta Psi during time at UCSB.

UCSB Coursework
- Quantitative Analysis: Developed expertise in high-level calculus, including derivatives and regressions, to analyze and interpret complex relationships in data.
- Statistical Proficiency: Applied probability and statistical methods to identify correlations, causations, and trends within datasets.
- Data Visualization: Created clear and impactful visualizations using R and Excel to communicate insights effectively.
- Practical Application: Gained hands-on experience in cleaning, analyzing, and interpreting real-world datasets through coursework projects.
- Problem-Solving: Leveraged analytical techniques to approach complex economic questions and deliver actionable solutions.