

# Lucas De Meo

Huntington, NY

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*An analytical engineering student eager to uncover new opportunities through solving complex challenges*

## EDUCATION

### University of Michigan

Ann Arbor, MI

*Bachelor of Science in Engineering, Chemical Engineering, Minor in Mathematics*

*May 2025*

GPA: 3.49/4.0, (Dean's List, University Honors)

Coursework: Probability (A+), Linear Algebra, Statistics & Data Analysis, Differential Equations, C++, Microsoft Excel

Clubs/Activities: Quantitative Consulting and Finance, IMC Trading Challenge Top 8% Placer, Physics/Calculus Tutor

## PROFESSIONAL EXPERIENCE

### Stealth

Ann Arbor, MI (Remote)

*Quantitative Analyst Intern*

*May 2024 - July 2024*

- Designed a minimally correlated portfolio of ten S&P 500 companies, optimizing portfolio weights in Python to achieve a 53% annualized return and a 3.68 Sharpe Ratio after backtesting with two years of historical price data.
- Performed an industry overview and investment analysis of the uranium mining industry, leveraging Bloomberg data to identify correlations in price movements between uranium's spot price and mining equities in Python.

### Atidot AI

Ann Arbor, MI (Remote)

*Sales Intern*

*May 2024 - July 2024*

- Led 30 email prospecting campaigns using Apollo.io and Hubspot CRMs, targeting mid-sized life and annuity carriers. Secured four introductory meetings, resulting in over \$100,000 in qualified revenue opportunities.
- Supported data scientists in customizing the Atidot AI model for two annuity carriers, emphasizing cross/upsell capabilities. Assisted in tailoring an agent-facing interface, accelerating the go-to-market timeline by six weeks.

### Wacker Chemical Corporation

Ann Arbor, MI

*Corporate EHS Intern*

*May 2023 - August 2023*

- Troubleshooted the hazardous waste removal procedure, resolving 25+ interface issues and condensing the process into a cohesive five-step strategy. Created a 90+ slide deck in PowerPoint to train new hires on this system.
- Spearheaded Wacker USA's participation in a corporation-wide sustainability contest, designing a virtual scavenger hunt to maximize regional involvement, leading over ten facilities and 2,500+ employees to victory.

### AFLAC

Long Island, NY

*Entrepreneurial Sales Intern*

*June 2022 - August 2022*

- Conducted B2B and B2C insurance sales with over 50 local businesses, selling over \$11,000 in annual premium.
- Leveraged Data-Axel Genie and Everwell 2.0 CRM platforms to cold contact 75 local businesses daily. Achieved a 2% preliminary meeting conversion rate, resulting in eight closed sales and \$3,000 in cold outreach revenue.

## RESEARCH EXPERIENCE

### Undergraduate Research Opportunity Program

Ann Arbor, MI

*Research Assistant*

*September 2022 - April 2023*

- Investigated the circular economic system and its potential applications in the space industry. Extrapolated data from case studies to develop a framework for integrating circular economic principles into a future space colony.
- Crafted research memos to collaborate with team members on building a timeline-driven narrative that linked the team's research on space colonization. Utilized Microsoft Excel & PowerPoint to analyze and present data.

## LEADERSHIP EXPERIENCE

### Delta Sigma Phi Fraternity

Ann Arbor, MI

*Vice President of Recruitment*

*September 2022 - November 2023*

- Managed a \$15,000 budget to coordinate and execute six recruitment events, staying under budget each semester.
- Oversaw a 30+ member recruitment committee, streamlining the evaluation of over 500 applicants. Strategically delegated tasks such as dinner arrangements and event preparation/clean-up to maximize committee efficiency.

## ADDITIONAL INFORMATION

**Technical Skills:** Python (2 years), MATLAB (2 years), C++ (1 year), Excel (4 years), PowerPoint (5+ years)

**Interests:** Poker, Chess, Option Theory, Trading Games, Fitness, Golf, Cinema, Electronic Dance Music