

Nicholas Hobbs

Email: nicholas.r.hobbs (at) gmail.com | **Phone:** (801) 664-7021 | **3D Portfolio** - <https://nicholashobbs.github.io>

 **LinkedIn** - <https://linkedin.com/in/nrhobbs> |  **GitHub** - <https://github.com/nicholashobbs>

Work Experience

Kitchen Operations Manager | Lefty's Bar and Grill | 2023–2025, Ketchum, ID

- Worked toward optimization of daily operational workflows by implementing data-driven strategies, resulting in cost savings and efficiency gains.
- Designed and deployed custom data tools to automate inventory tracking, streamline ordering, and analyze performance metrics.
- Implemented new POS systems and trained staff on their use, improving order accuracy and reducing lost revenue.

Sales Operations Manager | Red Rock | 2023, Salt Lake City, UT

- Managed customer relationships to ensure satisfaction and foster long-term partnerships.
- Created data tools to organize client information and contact for those clients, improving sales operations efficiency.
- Analyzed sales data to identify trends and opportunities, supporting strategic choices for creating new, popular products.

Software Engineer | Off Piste | 2021–2022, Salt Lake City, UT

- Developed applications using Rust and Solana, leveraging memory safety for efficient smart contracts.
- Prototyped ideas in Python to implement pricing and determine smart contract functionality.
- Contributed to front-end design using D3 and React, creating interactive visualizations for user engagement.

Data Scientist | Openlattice | 2019–2020, Redwood City, CA

- Built a graph database to integrate client data, improving data relationships and accessibility.
- Developed internal Python tools and libraries for seamless data integration, improving efficiency of integration process by 10x.
- Built custom API endpoints in Kotlin for use by data scientists and clients.

Data Analyst | Nightfall AI | 2019, San Francisco, CA

- Built data tagging tools integrated with BERT models to identify sensitive information (PHI, PII, API keys).
- Optimized data processing workflows for accuracy and efficiency in data loss prevention.
- Utilized BERT for deduplication, improving data quality and consistency.

Data Scientist | Freelance | 2018-2019, San Francisco, CA

- Built program to automatically turn commented transcripts from interviews with student loan recipients, turning word documents into a large database and using analysis to pick out key lines.
- Built a program using a trie data structure and web-based visualizations to categorize ingredients that had been purchased and corresponding prices for a company providing meals to seniors.
- Worked on dockerized program for A/B testing placement of ads and clickthrough metrics for testing UX options side by side.

Cybersecurity Analyst | Evolve Security | 2017-2018, Chicago, IL

- Performed complete vulnerability assessments and penetration testing for local nonprofits in Chicago Area.
- Created a system for analyzing security from various angles based on client needs, from social engineering, to physical security, to web hacking.

Data Science Fellow | Sorenson Impact Center | 2017, SLC, UT

- Created an analysis for University of Utah and State Government officials examining costs and benefits of providing educational subsidies to people who were formerly taken care of by the state who age out of foster care at 18.
 - Analyzed the effects of recent crime prevention tactics and the effects of the Justice Reinvestment Initiative on prison recidivism in Utah.
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Education

BS Mathematics and Statistics

University of Utah | 2012–2017

- **HKUST** – Math Exchange Program, Hong Kong | 2013
 - **Nankai University** – Chinese Language Immersion Program, Nankai, China | 2013
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Skills

Technical: Python (pandas, matplotlib, numpy, sklearn, scipy, tensorflow, keras, spacy, nltk, transformer, gensim, librosa), Rust, JavaScript, Kotlin, NLP, Statistics

Design: D3, p5, Blender, Valence 3D, Nomad Sculpt, Procreate, three.js, Rhino/Grasshopper, Sketchup