

NICHOLAS A. VIRDEN

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, International Business Minor: Management Information Systems	May 2015
The Latin University of Costa Rica	Spanish Business Management and Cultural Immersion Program	May 2014 – August 2014

EXPERIENCE

Charles Koch Institute – *Operations and Technology Intern*; Arlington, VA September 2015 – December 2015

A think-tank that advocates for free markets as the best solution to improving the overall well-being of humanity.

- Ensure data integrity and completeness for contacts and organizations within Salesforce database
- Elicit buy-in from internal stakeholders regarding software solutions to meet their team operational needs
- Develop Excel macros and Python scripts to analyze text, crunch raw data, and automate data input and integrity projects
- Drive standardization, improvement, and automation of data input and technology usage processes
- Collaborate with other organizational departments to solve data- and operations-related issues

WiseWear Corporation – *Contractor: Market Analyst*; Austin, TX May 2014 – March 2015

Digital health monitoring technology developer and manufacturer.

- Communicated insights gathered from data analysis to Chief Marketing Officer, CTO, and CFO
- Convinced C-Level Executives using my market analysis to pivot and tailor their product to an underserved, niche market
- Crafted in-depth reports outlining the market research data and Excel data that I synthesized from a variety of sources
- Completed research projects in a timely manner consistently and surpassed research depth and data analysis expectations

The Jamislaus Group – *Junior Market Analyst*; Austin, TX January 2014 – May 2014

Marketing start-up with the goal of redefining clients' brands to be current and relevant.

- Provided the CEO and VP of Account Services with market research reports and analyses for sale leverage and client use
- Uncovered market data trends by employing Excel methods, formulas, pivot tables, and data visualization techniques
- Collaborated with the VP of Account Services to construct profiles of the clients' target market
- Devised goals and action plans for The Jamislaus Group's success and client satisfaction

Students For Liberty (SFL) – *Campus Coordinator*; Austin, TX July 2014 – May 2015

Political organization that seeks to bring students together to further their education of free market ideas and principles.

- Started four new pro-liberty student chapters at universities across Texas in one month
- Recruited over 400 pro-liberty students to the SFL network – the most in the country by at least 3-fold
- Provided student leaders at Texas college campuses with resources and funding to start and maintain chapter presence
- Assisted student leaders in organizing and maintaining social- and economic freedom-oriented chapters across the state
- Organized travels of pro-liberty students to Dallas, New Orleans, and Austin for SFL Regional Conferences during October 2014 and to Washington, DC for the International Students for Liberty Conference in February 2015

Texas State Senate – *Legislative Intern, State Senator Brian Birdwell*; Austin, Texas May 2013 – July 2013

Texas House of Representatives – *Legislative Intern, State Rep. Jeff Leach*; Austin, Texas February 2013 – May 2013

- Managed constituent relations, such as answering phones and drafting emails, alongside senior staff
- Presented School Choice policy analysis report to advise senior staff on how to best accomplish future policy objectives
- Conducted research relating to office policy objectives

Heller Korea, Inc. – Operations Intern; Gwangju, Gyeonggi-do, South Korea

May 2012 – July 2012

Korean manufacturing operation for Heller Industries, Inc., an SMT reflow and curing oven manufacturer.

- Qualified leads at trade show and interfaced with customers
- Analyzed inventory management between Heller Korea facility and parts suppliers
- Examined engineering process for construction of reflow and curing machines
- Filed complete, unique purchase orders for reflow machines, per customer specifications
- Serviced local customer reflow machines under supervision of the service manager
- Gathered parts from warehouse for purchase order-specific picking-and-packing list
- Trained to assure quality of heating profiles of select reflow and curing machine models before shipment
- Received hands-on training constructing the final reflow machine under supervision of factory team leader

MINOR

Management Information Systems (MIS); Austin, TX

May 2015

- Cultivated advanced Excel skills relating to macros, statistical methods, and functions, such as pivot tables and VLookup
- Practiced creating subs, functions, and classes in business-oriented programming in VBA
- Learned and applied SQL best practices by creating tables, views, and indices, aggregation and multi-step queries, multi-table joins, user-defined functions, and stored procedures and triggers
- Utilized Python to analyze large, structured and unstructured data sets through function creation, data analysis packages, and through machine learning methods

LEADERSHIP EXPERIENCE AND ACTIVITIES

Third Coast Martial Arts and Fitness, Inc. – 2nd Degree Black Belt, Senior Instructor; Austin, TX

Dec. 2007 – September 2015

- Developed effective time management and presentation skills
- Collaborated with other senior instructors to construct class curriculums and lead classes
- Instructed and evaluate students on technique development
- Administered training of junior instructors through class/student management assignments

Young Americans for Liberty at the University of Texas – Chapter President

January 2014 – May 2015

- Founded University of Texas at Austin chapter of Young Americans for Liberty
- Recruited students to join a non-partisan political activism organization
- Increased local chapter membership and Facebook presence to 130 members and 386 likes, respectively
- Delegated tasks to carefully selected officers to accomplish chapter recruitment and outreach goals
- Led, generated, and empowered officers and members to enact multiple activism projects throughout the semester
- Created multi-page Excel spreadsheet to track project success, member attendance, recruitment, and social media presence

ACADEMIC PROJECTS

Global Entrepreneurship Global Business Launch Simulation; Austin, TX

September 2014 – December 2014

- Sold angel investors to grant 70% of our “funding” goal for our company to continue “operations” throughout the semester
- Contributed to the three-year financial forecast report, comprehensive business plan, website creation, and global sales simulation, which included marketing to customers and revenue management
- Worked in a multinational, diversely-skilled team to brainstorm an innovative and globally scalable business idea
- Instituted a performance improvement plan for an underperforming, unreliable teammate in an unexpected crisis management situation jointly with other team members
- Validated and segmented the target market through extensive market research
- Managed logistics planning and strategy of the project as Chief Operations Officer

Export Management Project; San Jose, Costa Rica

May 2014 – August 2014

My entire education during this three month period was in Spanish.

- Defined key performance indicators (KPI) document that covered each team member’s responsibilities
- Developed an understanding of important export contract terms and procedures
- Collaborated with Costa Rican business students to simulate exporting a product to a foreign country

- Created an extensive product exportation strategy, which included evaluating shipping methods, researching the proper customs forms, ASTM packaging standards, and Latin American free trade agreements, forecasting demand based on internationally-respected data sources, and conducting a target market SWOT analysis

ADDITIONAL INFORMATION

Computer Skills: VBA, Excel, SQL, Python, Salesforce, Podio, MS Office

Professional Certifications: Certified Scrum Master

Languages: Fluent in Spanish

Interests: American Tae Kwon Do, Economics, Foodie, Language, Politics, Yoga

Work Eligibility: Eligible to work in the U.S. with no restrictions