

Paul Richard Hughes Jr.

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EDUCATION

University of Southern California

Los Angeles, CA

M.S. Social Entrepreneurship

May 2023

- **GPA:** 3.7 / 4.0
- **Relevant Coursework:** Social Entrepreneurship, Accounting, Corporate Finance, Marketing Management

University of Southern California

Los Angeles, CA

B.A. Economics; Minors: Environmental Studies, Psychology

May 2023

- **GPA:** 3.9 / 4.0
- **Honors:** USC Presidential Scholar, Dean's list all semesters, Order of Arête Distinction
- **Relevant Coursework:** Advanced Microeconomics, Neural Networks, Data Analytics, The Nonprofit Sector

LEADERSHIP & WORK EXPERIENCE

Road Apple, LLC

Orlando, FL

Founder / CEO / Data Analytics Consultant

August 2023 - Present

- Manages data operations for RiskMD Data Systems, crafting detailed risk profiles for Professional Employment Organizations (PEOs) by integrating agency, payroll, and claims data to better understand client companies' worker's compensation exposure
- Coordinates effective communication of internal engineers, PEO clients, workers compensation brokers, and insurance carriers
- Eliminated outsourcing costs exceeding \$50,000 yearly via implementation of autonomous data ingestion and quality control
- Builds visualizations in Tableau with PEO clients to illuminate specific loss causality and model future risk
- Lowered client complaints by over 50% and increased internal morale by focusing on customer service as a mission element

USC Troy Camp

Los Angeles, CA

Executive Director (22-23) / Director of Public Relations (20-21)

September 2019 – May 2023

- Piloted USC's oldest & largest service organization, raised \$150,000+, offered weekly programming for 900+ students, oversaw 150+ counselors, and managed a yearly budget of \$200,000+
- Led a 15-member executive board to conduct internal and external operations, and re-introduced: 50+ weekly educational workshops for 4th-12th graders, 7 monthly field trips, a fundraising gala, and a summer camp, all for the first time since 2019
- Leveraged donor data collection, increased marketing, and relationship building to break fundraising records by over \$20,000
- Served as director of weeklong summer camp for 200 kids and 100 counselors, ensuring regulatory compliance, safety, and fun

University of Southern California Office of Admission

Los Angeles, CA

Student Ambassador / New-Hire Mentor / Committee Head

September 2019 – May 2023

- Chosen as 1 of 29 tour guides out of a 300+ applicant pool to serve as a university ambassador
- Led 90-minute tours to inform and inspire some of the 100,000+ annual guests of the University, invariably exhibiting spectacular customer service, insight, and compassion in prospective family groups of 20-30 individuals
- Managed a high-volume desk by scheduling guest visits, monitoring email and chat functions, addressing phone inquiries, and processing I-20s, transcripts, and other application materials
- Developed training materials on office best practices and academic information for new employees

Ballator Insurance Group

Orlando, FL

Data Analytics Intern

June 2020 – August 2020

- Created Tableau models plotting KPIs such as claim severity and loss ratio in over 100 zip codes nationwide to allow jurisdictional understanding of areas of concern and/or profitability
- Helped oversee data governance within a proprietary SQL data vault of 1000+ insurance holders
- Facilitated collaboration of underwriters, actuaries, and engineers to devise dynamic visualizations from large data sets

SKILLS & INTERESTS

Technical Skills: Tableau analysis and design, SQL, NoSQL, HTML, CSS, JavaScript, SAS, Python, Excel modeling, welding

Core Competencies: Entrepreneurship, Non-Profits, Data Analytics, Customer Service, Project Management, Leadership, Problem Solving

Volunteer Work: Camp counselor at Marine Discovery Center, Titus Youth Mentor, JEP Youth Tutoring,

Activities and Interests: USC Rock Climbing Team member, drummer/singer in LA-based band, avid enjoyer of hiking, reading, surfing, snowboarding, crochet, botany, and SCUBA diving