

# Will Smith

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## EDUCATION

### Davidson College

*Bachelor of Arts, Economics, Minor in Applied Mathematics*

**Davidson, NC**

*Expected May 2021*

- **Cumulative GPA:** 3.80 **Major GPA:** 3.85
- **Select Coursework:** Statistics and Econometrics, Computational Economics, Differential Equations, Accounting

### Pontificia Universidad Católica del Perú – Institute for Study Abroad (IFSA)

*Fall 2019 - Lima, Peru*

- **Program:** Cultural and linguistic immersion through homestay with local family and enriching travel opportunities
- **Coursework:** Agrarian Economics, Prehistory and Civilizations of Peru, Peruvian Social Reality, Advanced Spanish Writing

## EXPERIENCE

### Mulligans - Product Development Intern

*June 2020 – Present - Remote*

- Design and develop new features for the Mulligans golf e-commerce app using Bubble.io low-code platform
- Enhance marketplace transaction workflows, leveraging SendGrid transactional emails to engage buyers and sellers
- Refine user experience and bolster retention with mobile-first User Interface and Algolia-powered marketplace search

### Alvarez & Marsal - Intern, Private Equity Performance Improvement (PEPI)

*July – August 2020 - Remote*

- Conducted market research to provide backgrounds and analysis of six of the client's peers in high-end supercar builds
- Created financial baseline visualizations and identified improvement opportunities of \$11 million in cost structure
- Produced 3PL vendor capability assessment and analyzed client's current real estate leases

### Adjacent Academies – Student Web Developer

*January – May 2020 - San Francisco, CA and Remote*

- Advanced my skills in programming and project management through intensive, project-based semester tech bootcamp
- Collaborated with peers to develop 5 web applications with stack of Node.js, Express, PostgreSQL, Heroku
- Discovered importance of agile roadmap, detailed documentation, and thorough communication in software development

### Waffle House, Inc. – Operations Intern

*June – July 2018 - Atlanta, GA and Birmingham, AL*

- Trained as a Unit Manager, ensuring outstanding service to customers and efficient operation of the restaurant unit
- Shadowed heads of People, Real Estate, Sales, Controlling, and Operations at the Support Team headquarters in Atlanta
- Learned from Co-Founder, Joe Rogers, Jr., the priority of people over profits when building a successful service operation
- Conducted inventory and shift preparation, recording critical details of food cost and discipline of procedures

### Royal Cup Coffee and Tea – Supply Chain Analyst

*Summer 2017 - Birmingham, AL*

- Tracked and analyzed processes in Royal Cup's direct shipping warehouse to target actions for improved cost efficiency
- Tabulated case quantities, prices, and sales frequency of 264 products shipped in less-than-case quantities ("eaches")
- Picked orders manually in the warehouse to gain insight into both general and specific operations needs
- Recommended specific updates to Royal Cup's selection of products available as "eaches" to home and business customers

## LEADERSHIP AND CAMPUS INVOLVEMENT

### Davidson Outdoors (DO)

*Trip Leader*

*Treasurer*

**Davidson, NC**

*Spring 2018 – Present*

*August 2018 – May 2019*

- Transformed organizational budgeting process by creating a Google cloud-based accounting system
- Managed \$100,000+ organizational budget, tabulating all expenses and strategically allocating funds for program activities
- Secured highest-ever budget for 2020, a 17% increase, by leveraging these improvements through grant requests
- Facilitate personal and group development of student crews in the context of various outdoor excursions

## SKILLS & INTERESTS

- Communication, automation, and productivity with Slack, Trello, Asana, Zapier, Microsoft 365
- Data Analysis and Modeling with MATLAB, Python, R, STATA
- JavaScript web development – Node.js, Express, PostgreSQL, Heroku
- Low-code development – Bubble.io
- Fluent in Spanish, as a result of six years of courses and living in Lima, Peru for the fall of 2019
- Learning from innovators and disruptors who challenge the status quo
- Eager to ideate, facilitate, and strategize with data-driven methods and solutions