

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:** Econometrics, Computational Economics, Microeconomic Theory, Differential Equations

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

Fall 2019 - Lima, Peru

- **Program:** Linguistic and cultural 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 - App Development Intern

June 2020 – Present - Remote

- Design and develop new features for the Mulligans golf e-commerce app using Bubble.io low-code platform
- Created mobile-friendly tab navigation for the Mulligans app and mobile browsers
- Built backend user engagement workflows, leveraging the SendGrid API to send timely and informative emails to users

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 to identify improvement opportunities in cost structure
- Produced competitive analysis of potential 3PL providers 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 coding and project management through intensive, project-based semester tech bootcamp
- Collaborated to develop series of web applications with stack of Express, PostgreSQL via Objection ORM, Heroku
 - Intra-campus message board app, online family recipe box, crowd-sourced thesaurus

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)

Davidson, NC

Trip Leader

Spring 2018 – Present

Treasurer

August 2018 – May 2019

- Transformed an antiquated budgeting process by creating a Google cloud-based accounting system to manage the \$100,000+ organizational budget, tabulating all expenses and strategically allocating funds for program activities
- Secured our 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
- Full stack JavaScript web development – Node.js, Express, PostgreSQL, Heroku
- Bubble.io low-code development
- Fluent in Spanish, as a result of six years of courses and living in Lima, Peru for the fall of 2019
- Learning about innovators and disruptors that challenge the status quo
- Eager to facilitate, strategize, and drive growth with data-driven methods and solutions