

Will Smith

wesmith4.com • [Linkedin](#) • wismith@davidson.edu • Birmingham, AL

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, Micro- & Macroeconomic Theory, Latin American Economic Development, Linear Algebra

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

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

July – August 2020 - Remote

- Conducted market research to provide backgrounds and analysis of 6 of the client's peers in high-end supercar builds
- Created financial baseline visualizations to identify improvement opportunities in cost structure
- Organized project management tool in Smartsheet to track performance improvement plan

Adjacent Academies – Student Developer (see my [GitHub](#))

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

Summit Coffee Co. – Barista

August 2018 – May 2019 - Davidson, NC

- Worked and communicated effectively with coworkers to deliver excellent service, drinks, and food to customers
- Collaborated to prepare the café for expected demand and improve craft of making coffee drinks
- During high-volume rushes, facilitated and managed necessary tasks to optimize customer experience and team morale

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

Reformed University Fellowship (RUF) – Student Member

August 2017 – Present - Davidson, NC

SKILLS & INTERESTS

- Proficient in Microsoft 365 Suite, ThinkCell, Smartsheet, STATA, R
- Full stack JavaScript web development – Node.js, Express, PostgreSQL via Objection, Heroku
- 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 companies that challenge the status quo in their industries

- Most interested in utilizing my expanding skill set to facilitate and streamline business and productive operations