

BRIAN LUNA

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EDUCATION

Columbia University in the City of New York

Bachelor of Arts in Computer Science, GPA: 3.98/4.00

New York, NY

May 2026

- **Honors:** Karen Lerner and Sarah and Ashley Schoenthal Scholarship (\$31K for academic achievement); General Studies Honor Society; Computing Honor Society, Upsilon Pi Epsilon.
- **Leadership:** Hackathon Leader, Application Initiative - Led 5-member team to conduct university-wide hackathon, raising \$8K in funding; Treasurer, Student Council - Managed \$500K annual events budget through streamlined approval and tracking systems, boosted financial transparency and reporting accuracy by 25%; Team Lead, Data Science Society.

PROFESSIONAL EXPERIENCE

Ferrari Express (\$25M global luxury logistics firm)

Quality Control Lead

New York, NY

December 2024 - Present

- Architected operational performance KPIs for client QBRs by analyzing invoiced costs and shipment data; informed senior leadership and clients on cost and route-optimization recommendations; improved operational accuracy by 20%.

Data Analyst

July 2022 - December 2024

- Conducted QBRs, identifying route and delivery time inefficiencies using Excel-based analytics and IBM Cognos BI dashboard; boosted 3rd-party logistics handling efficiency by 18% and client satisfaction by 15%.
- Spearheaded digital transformation by converting 15+ client shipment and compliance documents into secure Adobe Sign webforms with automated fields and partnering with Finance and HR to streamline workflow; reduced processing time by 60%.
- Enhanced QBR presentations for top global luxury clients (Tiffany, Louis Vuitton, Hermes) using Python and Folium to design interactive maps illustrating 80 company locations and 3rd-party delivery points; increasing client satisfaction by 30%.

HSBC Bank USA

New York, NY

Summer Analyst - Liquidity and Investment, Global Payment Solutions (GPS)

June - August 2025

- Redesigned Net Interest Income modeling tool to evaluate deposit deals' profitability by integrating behavior-based balances, liquidity premiums, value of funds, and other treasury pricing mechanics, improving accuracy by 20% in deal assessment.
- Developed treasury pricing model for sales by streamlining 4 legacy calculators into single simulator using Excel and automated rate mapping; reduced financial modeling time by 80% and enhanced sales usability across 50+ global clients.
- Standardized Net Interest Income pricing methodology across regions by collaborating with treasury, product, and liquidity teams and aligning logic with proprietary liquidity frameworks; supporting \$100M+ in new deposit pricing proposals in US.
- Developed Excel-based financial model to assess relationship stickiness of deposits-only clients by automating data hygiene across 100K+ records; reduced portfolio monitoring processing time by 95% and enhanced visibility by 80%.

U.S. Department of State

Washington, D.C.

Center for Analytics Analyst Intern

February - April 2025

- Supported enterprise launch of internal data system by coordinating validation across 30+ project managers and standardizing processes and metrics; improving data accuracy from 80% to 98% and eliminating 100+ cross-office discrepancies.
- Supported collaboration between US State Department and UK Cabinet Office on international crisis response by leveraging AI-driven predictive modeling and open-source intelligence platforms, enhancing awareness and data-driven decision-making.

LEADERSHIP

IBM Accelerate Summer (Selective, 5% acceptance, 10-week immersion program)

New York, NY

Consulting Analyst

June - July 2024

- Developed AI-driven demand forecasting and inventory tracking for global food distributor by collaborating with 10-member cross-functional team, using IBM Cognos and Excel modeling; reduced food waste by 15% and improved NPS by 20%.
- Earned Best Case Study Award among 10 teams for achieving 12% reduction in operational costs and minimizing inventory stockouts through predictive analytics models in IBM SPSS and Python to forecast demand and optimize replenishment cycles.

PERSONAL

- **Languages:** Spanish (native), Catalan (fluent).
- **Technical Skills:** Microsoft Excel and PowerPoint, JavaScript, Python, HTML, CSS, SQL, Java.
- **Clearance:** US Department of State Secret Clearance (2025).
- **Interests:** Travel (7 countries, fav: Almeria, Spain 2025), rowing (8+ or 4+ boat), wine tasting (fav: pinot noir, reds at 60°F, whites at 45°F, Level 2 Award, Wine & Spirit Education Trust), technology (data automation).