

**EDUCATION**

**Master of Science in Business Analytics** | University of California, San Diego, CA 06/2026

- *Relevant Coursework:* GenAI for Business, Recommender Systems, Pricing Methods, Customer Analytics, Marketing

**Bachelor of Science in Mathematics & Economics** | University of California, San Diego, CA 06/2019

- *Relevant Coursework:* Numerical Analysis, Linear Algebra, Econometrics, Microeconomics, Operations Research

**EXPERIENCE**

**Competitive Running (Sub-Elite)** | San Francisco, CA 01/2022 - Present

- Competing at the sub-elite level with multiple top-10 finishes across various distances, earning prize winnings, and securing brand partnerships (Under Armour & GU Energy).

**Personal Leave - Caregiving** | San Francisco, CA 07/2023 - 09/2024

- Took temporary leave to provide caregiving support for an ill friend while exploring opportunities within the running industry.

**Analyst - Revenue Strategy & Operations | OpenTable** | San Francisco, CA 09/2022 - 06/2023

- Delivered \$3M+ in revenue impact through data-backed GTM strategy recommendations; analyzed data via SQL, Preset, and Excel and presented insights to leadership to inform OKRs and market planning.
- Built pricing and revenue forecasting models to identify high-traffic but under-monetized restaurants, enabling Sales to increase yield by 4%.
- Designed diner-side incentive programs in partnership with Analytics, Product, & Marketing to shift booking behavior toward monetized channels across 5 major markets.
- Set up TAM analysis dashboards to identify high-impact restaurant groups, resulting in key customer acquisitions.

**Demand Planning Analyst - Strategy & Operations | Gopuff** | San Francisco, CA 01/2022 - 07/2022

- Partnered with Data Science, Product, and Supply Chain to implement a forecast system across 500+ fulfillment centers and 5,000+ SKUs, reducing out-of-stocks and improving forecast accuracy.
- Led planning and analysis for a national promo, managing inventory allocations across hundreds of locations; maintained 3% OOS rates and drove order volume uplift; post-event analysis used to refine future planning.
- Built automated dashboards and SQL-based reporting in Sigma to enable item-level forecast monitoring, cutting operating expenses through overstock reduction.
- Centralized promotional performance data with Product and Marketing, enhancing seasonal promo planning.

**GTM Analyst - Revenue Strategy & Operations | Compass** | San Francisco, CA 08/2020 - 01/2022

- Carried out complex analysis and built models to improve territory planning, increase renewal win-back rates, and drive growth; influenced ~\$10M in incremental revenue and established processes to help with IPO-readiness.
- Partnered with Customer Success and Engineering post-M&A to audit and unlock 200+ agent deal contracts, resolving technical workflows and enabling faster renewal processing for acquired brokerages.
- Designed and rolled out a standardized Renewals deal sheet and dashboard with KPI tracking; led training for 100+ team members and improved forecast consistency and retention.
- Scaled the Growth commissions engine while reducing processing time by 33%.

**Projects & Specialized Skills**

- **Creative Gaming Uplift v. Propensity Modeling:** Compared uplift and propensity-to-buy models to optimize campaign targeting for a mobile gaming case; used Qini curves and incremental lift metrics to identify persuadable customer segments, demonstrating a revenue advantage of uplift-based targeting over traditional propensity approaches.
- **Intuit QuickBooks Upsell Targeting:** Built an ensemble of logistic regression, random forest, XGBoost, and MLP models to identify highest-value businesses for a direct mail campaign; ranked 2nd out of all teams with ~\$500K in out-of-sample profit.
- **S-Mobile Proactive Churn Management:** Built logistic regression and XGBoost models on 39K observations to predict monthly churn; designed five retention interventions including a proactive handset upgrade offer projected to yield \$42M CLV lift.
- **Tools:** Excel/Google Sheets, SQL (Snowflake), Python, Looker, Tableau, Preset, Sigma, Salesforce, ChatGPT, Claude