

Elliott Humes

Business Analytics Student | Python & Predictive Modeling | Data-Driven Operations Leader
humeseliott@gmail.com | 951-526-7034 | linkedin.com/in/e-humes/ | Escondido, CA

Summary

Business analytics student proficient in descriptive and predictive analytics, including Python and statistical modeling. Combining a strong foundation with experience in high-volume hospitality management and data-driven leadership. Seeking an internship to apply rigorous analysis and strategic problem-solving to complex business challenges.

Education

Bachelor of Science in Business Administration, Business Analytics

California State University San Marcos | San Marcos, CA

Expected Graduation: May 2027

Associate of Science in Business Administration 2.0

Mt. San Jacinto College | Temecula, CA

May 2025

Experience

Founder

Snowflask (Self-Employed) | Remote / Temecula, CA

Feb 2025 – Present

- Conducted market analysis to identify highest margin products due to international pricing inefficiency.
- Launched e-commerce business selling international Pokémon cards via livestream, generating \$40,000+ revenue in 3 months through optimized sales channels.
- Setup custom logistics chain utilizing Chinese/Japanese suppliers and freight forwarders, ensuring smooth international inventory flow.
- Managed all aspects of sales and fulfillment process flows, ensuring precise inventory management and positive customer interactions during high-volume live stream events.

Bar Manager

Makai Island Kitchen and Groggery | Santa Cruz, CA

Jan 2023 – Apr 2024

- Directed bar operations for award-winning tiki bar, where alcohol sales composed 38% of the \$4M GAR.
- Developed BOH program for complex syrups/blends; optimized consistency and costs across all high-volume products.
- Managed 15+ distributors; strategically expanded rum list to 200+ varieties.
- Design and implemented monthly special cocktail programs and custom menus to drive seasonal revenue.
- Cultivated positive workplace culture, resulting in reduced employee turnover and increased team efficiency.

Assistant Bar Manager

Makai Island Kitchen and Groggery | Santa Cruz, CA

Sep 2022 – Dec 2022

- Conducted time series analysis and linear regression of sales data.
- Developed Python software to track inventory usage and costs using POS sales data.

Bartender

Makai Island Kitchen and Groggery | Santa Cruz, CA

Oct 2021 – Aug 2022

- Crafted diverse cocktails and maintained exceptional guest satisfaction in a high-volume setting.

Barback

Makai Island Kitchen and Groggery | Santa Cruz, CA

May 2021 – Sep 2021

- Supported bartenders; stocked ingredients, glassware, and equipment.

Awards

2023 Bartender of the Year, Santa Cruz Sentinel Readers' Choice Awards (while at Makai Island Kitchen)