

# Elliott Humes

Business Analytics Student | Python & Predictive Modeling | Data-Driven Operations Leader  
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## Summary

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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

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### **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

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### **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

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