

Leo Minichillo

Data Analyst & Strategist

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🌐 leominichillo.com

Results-driven professional with a strong foundation in economics, data analysis, and quality assurance. Experienced in leveraging data-driven insights to improve operational standards and enhance decision-making. Demonstrated success in high-pressure sales environments, consistently exceeding targets through effective communication and strategic customer engagement.

Professional Experience

Quality Analyst (AI Reinforcement Learning) - Remote

June 2024 - Present

Outlier AI

- Evaluate AI-generated responses against established rubrics to enhance performance and accuracy.
- Refine and rewrite content to surpass state-of-the-art language models, ensuring improved data quality within 4-7 interaction turns.
- Critique peer revisions and identify areas for improvement based on defined quality standards.

Door-to-Door Sales Representative - Avon, CT and Tucson, AZ

2023

Vantage Marketing and Flex Power

- Executed a high-volume pest control Door-to-door sales campaign in Connecticut with Vantage Marketing, closing 80+ contracts and generating over \$50,000 in revenue during a single summer season.
- Transitioned to a two-week solar sales blitz in Tucson, AZ, with Flex Power (operating under the same owner), effectively adapting door-to-door strategies to a new industry.
- Employed persuasive communication, overcame customer objections, and maintained resilience in both campaigns, consistently improving cold lead-to-sale conversion rates in challenging high-rejection environments.

Quality Control and Assurance Manager - Egegik, AK

June 2021 - July 2022

E&E Foods

- Oversaw production processes and flagged operational issues to ensure adherence to strict quality standards.
- Implemented updated QA protocols and statistical quality control measures, reducing product defects and improving output consistency.
- Managed high-volume operations, working 100-hour weeks to maintain optimal production outcomes.

Education

University of Washington

- Bachelor of Arts, Economics
- Data Science Minor
- GPA: 3.63

Core Skills

- Data Analysis & Statistical Modeling (R)
- Advanced SQL
- Strategic Sales & Lead Conversion
- Quality Assurance & Process Improvement
- Digital Literacy
- Customer Engagement & Relationship Building