MICHAEL J. LEE

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EDUCATION

Washington University in St. Louis | St. Louis, MO   **May 2026**
Bachelor of Science
Computer Science and Mathematics; Second Major: Economics; Honors in Entrepreneurship
- GPA: 3.70/4.00, Honors: Dean's List, ACT: 35

Massachusetts Institute of Technology | Cambridge, MA   **August 2022**
Certificate of Completion: Data Science and Machine Learning

PROFESSIONAL EXPERIENCE

Panda Provisions (Acquired) | St. Louis, MO   **October 2022 – May 2025**
Founder
- Grew on-campus Asian grocery store with $55,000 in ARR and $15,000 in grants; exited via acquisition (under NDA)
- Doubled quarterly revenue via WeChat campaigns, data-driven retail analysis insights, and partnering with 3 Asian bakeries
- Directed team of 8 interns to operate store, analyze customer and social media analytics, and develop marketing content
- Built accounting, inventory management, POS, website, training protocols, documentation, sales forecasting, and storefront
- Analyzed customer & market data using Python to perform financial analysis on demand, pricing, profit, and break-even time

Connect (Acquired) | St. Louis, MO   **November 2023 – February 2025**
Founder and Chief Financial Officer
- Grew revenue $125,000+ and won $45,000+ in funding from 7 grants and competitions for college and career guidance app
- Acquired by undisclosed buyer (under NDA); advised post-acquisition implementation and product launches
- Coordinated team of 9 interns to build, sell, and implement messaging platform using React, Next.JS, and Supabase
- Led 200+ interviews with users, teachers, and admins to gauge interest and guide product roadmap and go-to-market strategy
- Iterated product using user feedback received by conducting A/B testing, eye tracking, and tree testing on 150+ users

Vivid Studios | St. Louis, MO   **February 2025 – Present**
Founder
- Secured $76,000+ in revenue for student-led strategy, technology, and design consulting firm
- Trained and mentored 11 consultants and engineered internal systems for task management, CRM, and performance reviews
- Managed recommendation and implementation of 10 projects for business users in Education, Defense, Fashion, and FinTech
- Achieved 90% employee retention and workplace satisfaction by initiating monthly team events with 100% participation

Leaf & Grain | Houston, TX   **June 2025 – July 2025**
Consulting Analyst Intern
- Reduced labor costs $200K/yr by building AI tools for test grading, resume review, and a documentation assistant (RAG)
- Conducted and presented primary research to evaluate cost savings and implementation strategies for 20+ AI-powered tools
- Automated nutrition packet updating in Sheets, cutting update time 90% via APIs from suppliers, NutritionIX, and USDA
- Authored SOPs and presentations, reducing onboarding time 30% and ensuring staff adherence to documented procedures

LEADERSHIP EXPERIENCE

Bear Studios | St. Louis, MO   **December 2023 – Present**
Technology and Growth Partner
- Managed team of 27 strategy, design, and technology consultants; closed 10 new clients worth $60,000
- Oversaw project delivery to clients in software investment, political advocacy, entertainment, body art, and sustainable travel
- Boosted sales 53% by revamping sales strategy, doubling technology practice, and crafting 60+ targeted email sequences
- Migrated CRM and work notes to Apollo.io, reducing information degradation 64% and improving sales team efficiency
- Redesigned consultant training to strengthen client communication and collaboration, increasing customer satisfaction 6%

Washington University in St. Louis | St. Louis, MO   **August 2024 – Present**
Resident Advisor
- Assessed and responded to needs of 135 first-year students and 800+ students building-wide with 17 RAs
- Served overnight on-call rotations addressing emergencies such as Title IX incidents and substance abuse
- Organized 7 events using $10,000 budget focused on mental health, community engagement, and career development

SKILLS, AWARDS, AND INTERESTS

- **Skills**: Google Suite; Apps Script; Pitchbook; Powerpoint; Excel; VBA; Python; React; Next.JS; SQL; Microsoft Office
- **Awards:** $5,000 The League Grant; Disruptor Funding, Skandalaris ($7,500); St. Louis Business Journal's Inno Under 25; $2,000 Holekamp Seed Fund; 1st Place, St. Louis Business Journal's Inno Madness Bracket; 1st Place, Olin Big IdeaBounce;