



SETH GROSSMAN

MBA Student Leeds School of Business

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Boulder, CO 

SetheGrossman.com 

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Machine Learning May 2020
Courses: Market Intelligence, Customer Analytics, Database Modeling, Advanced Analytics

INDIANA UNIVERSITY, KELLEY SCHOOL OF BUSINESS Bloomington, IN
Bachelor of Science in Business: Economic Consulting, Public Policy, Sustainable Business, Business Analytics May 2018

PROFESSIONAL EXPERIENCE

MOTOROLA SOLUTIONS Boulder, CO
Market Research Intern May 2019-May 2020

- Supported Motorola's western region sales department during \$250M in sales
- Leveraged visualization skills to develop reports on sales team productivity
- Web scraped then analyzed data to create, evaluate, and distribute potential customer lists
- Performed descriptive quantitative analysis on sales to inform Motorola of the state of its business

BUSINESS RESEARCH DIVISION, CU BOULDER Boulder, CO
Research Analyst February 2019-October 2019

- Conducted a study on the Natural and Organic Food Industry's economic impact in Colorado
- Designed a survey to collect primary data and drafted a literature review to analyze secondary information
- Performed descriptive statistical analysis on data collected to inform the industry on current trends

INDIANA UNIVERSITY Bloomington, IN
Research Assistant, Business Law and Ethics January 2018-May 2018

- Applied research to develop a sustainable business course in which students expand their understanding of operating in extremely low-income markets
- Prepared briefs over 30 books, cases, and academic works in order help develop supervisor's understanding of the topic and better prepare for the classroom
- Coordinated a sustainable food systems project by connecting students and staff who were working to reduce Indiana University's environmental impact

INGREDION Indianapolis, IN
Commodities Sustainability Intern May 2017-August 2017

- Registered 160,000 acres of farmland from 150 suppliers into a supply chain traceability program which allowed the company to maintain and grow their business
- Corresponded with the developers of the traceability program in order to fix bugs in the system and simplify the program for future users

Special Projects: Naturally Boulder board member, Net Impact president, Sustainable Business Partners president

Technical Knowledge: SPSS, SQL, R, Python, Pandas, Scikit-Learn, Flask, Heroku, Selenium, Google-Collab, Jupyter, Docker, Git, HDFS, Google Cloud, Amazon Web Services-SageMaker, Linux