

# JORDAN JACOB LUKE

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## SUMMARY

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Economist experienced in management consulting, strategy, and research.

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## CORE COMPETENCIES

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- Spanish Fluency
- Economics
- STATA, MATLAB, SPSS
- SOP
- Growth Strategies
- Change Management
- Competitive Strategies
- Industry Analysis
- Turnaround Strategy
- Bottom Line Improvement
- Costs Reduction
- Process Optimization

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## EDUCATION

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**Economics, MA** **2012**

**BOSTON UNIVERSITY**

**Relevant Coursework:** Econometrics, Statistics, Project Management, Microeconomic & Macroeconomic Theory, Development Theory, Financial Markets and Institutions.

**Psychology, BA, *Summa Cum Laude* (99<sup>th</sup> percentile)** **2005**

**LEE UNIVERSITY**

**Relevant Coursework:** Statistics, Calculus I & II

Dean's Scholarship, Honor Scholarship

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## EXPERIENCE

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**ALEXANDER PROUDFOOT** **2008-2010**

Operating as a global management consulting firm with over 1500 employees, Alexander Proudfoot (London Stock Exchange: MMC) provides organizational transformation, performance optimization and change implementation, sales performance improvement, and strategic consulting services.

**BUSINESS DEVELOPMENT COORDINATOR** 2009 –2010

- Managed the full business development cycle, including strategy, market segmentation, account prospecting, and client relationship management
- Generated business opportunities through analysis of trends, M&A, pricing strategy, P&L, and executive moves in North and South American market

**MANAGEMENT CONSULTANT** 2008 –2009

- Pharmaceutical project: **Acquisition, turnaround**
  - Performed due diligence for private equity firm at a pharmaceutical
  - Post-Acquisition: Executed turnaround strategy through improved SOP, and increased equipment utilization and labor productivity
- Telecommunication project: **Competitive analysis & response, sales increase**
  - Optimized competitive response through industry analysis of market size, pricing, and product offering
  - Accelerated sales cycle thru process reengineering and improved workforce forecasting for large Canadian telecommunication firm
- Energy project: **Bottom line improvement, cost reduction**
  - Reduced labor and capital requirements at supermajor oil company
  - Implemented headcount and equipment reduction
  - Achieved organizational transformation through change management

## **JORDAN JACOB LUKE**

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### **WHITEHALL JEWELERS**

**2006 - 2008**

As a leading American specialty retailer of fine jewelry and with over 3000 employees, Whitehall Jewelers owned and operated over 400 stores in 38 states.

#### **MANAGER**

- Increased store's margin from 47% to 52% through pricing strategy (FY07)
- Increased annual revenue from \$650,000 to \$1,000,000 during beginning of industry's economic downturn (FY07)
- Recognized by CEO for delivering the most successful store turnaround (FY07)

### **PACIFIC INSTITUTE FOR RESEARCH AND EVALUATION**

**2005 - 2006**

#### **RESEARCH ASSISTANT**

Publication: Cultural factors related to smoking in San Francisco's Irish bars, J Drug Educ (2009).  
Author(s): Moore, Roland S.; Lee, Juliet P.; Antin, Tamar M. J.; and Satterlund, Travis D.

Research Assistant for a project concerning the sociological effects of California's ban on smoking inside Irish bars.

- Indexed and captured data in ATLAS.ti, a qualitative data management software package
- Identified key findings through inductive analysis by considering the frequency of similar items across all observational data

## **PROFESSIONAL AFFILIATION**

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### **AMERICAN ECONOMIC ASSOCIATION**

**2012 – PRESENT**

MEMBER

### **WAY OUT GEORGIA**

**2011 – PRESENT**

TREASURER, BOARD OF DIRECTORS