THOMAS RICE

New Orleans, LA | 330-458-9255 | Trice252525@gmail.com | linkedin.com/in/thomasrandolphrice

EDUCATION

Tulane University — New Orleans, LA
Bachelor of Science in Economics · Business Analytics and AI — *Expected May 2027*

EXPERIENCE

The Perfect Setting, Inc. — Remote
Marketing Analytics Intern — *January 2026 – June 2026*

- Designed a lead-qualification system that segments prospects by budget and timeline, strengthening the consultation pipeline.
- Built a competitor benchmarking matrix across eight businesses, analyzing pricing and positioning to identify market opportunities.
- Developed AI-driven video content workflows that cut production time to under 10 minutes per asset.

Sugere — Uniontown, OH
Business Development Representative — *May 2025 – August 2025*

- Designed and launched a HubSpot sales pipeline to improve data tracking, reporting accuracy, and pipeline visibility.
- Trained the sales team on CRM workflows, increasing adoption and consistency of pipeline reporting.
- Produced client-success reports and presentations that turned research into go-to-market insights for leadership.
- Researched competitor white papers in supply chain technology and mapped integrations across RFID, IoT logistics, and transportation visibility tools (Interius).

The UPS Store — North Canton, OH
Cashier — *November 2021 – 2024*

- Trained new hires on store software, procedures, and service protocols while maintaining inventory accuracy in a high-volume location.
- Delivered consistently strong customer service and completed transactions within company time standards.

Rice's Landscape Redefined — Canton, OH
Crew Member — *June 2020 – 2024*

- Completed site maintenance to standard and coordinated crew work to finish jobs on schedule.

Junior Achievement — Home Thyme — Canton, OH
Founder and CEO — *2022 – 2023*

- Created and delivered investor pitches to executives and entrepreneurship contest judges; sold through cold outreach, trade shows, and exhibitions.
- Built the annual company report to track financial metrics and overall performance.

ATHLETIC EXPERIENCE

Division I Cross Country / Track & Field · Student-Athlete
Tulane University, New Orleans, LA — *2025 – Present*
University of Tennessee, Knoxville, TN — *2023 – 2024*

- South Central Region Champions, 2025 · NCAA Cross Country Honorable Mention · Academic All-SEC, 2024

SKILLS

Technical Excel · Python · Tableau · KNIME · JMP · RStudio · Stata · Vertex AI · HubSpot
Additional CRM implementation · Competitive research · Supply chain tools · Leadership