

# Patrick N. Maier

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## EDUCATION

- Purdue University** – M.S. Agricultural Economics **West Lafayette, IN | Aug 2018 - May 2020**
- Concentration: Agribusiness
  - Thesis: “A Bioeconomic Model of Indoor Marine Shrimp Farms With Low-Cost Salt Mixtures”
  - Awarded first place in agribusiness marketing case competition designing go-to market strategy as part of three-person team
  - Coursework: Data Engineering, Econometrics, Linear Programming, Agricultural Finance, Linear Algebra, Microeconomics
- California Polytechnic State University** – B.A. History, Minor: Global Politics **San Luis Obispo, CA | Sep 2007 - Jun 2011**
- Coursework: Statistical Methods, Comparative Political Systems, Plant Science, Research and Writing Seminar
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## PROFESSIONAL EXPERIENCE

- Purdue University** – Agricultural Economics Graduate Research Assistant **West Lafayette, IN | Aug 2018 - May 2020**
- Analyzed commercial and academic data on U.S. recirculating shrimp farms and created a bioeconomic model using Monte Carlo simulation to assess risk factors and economic viability
  - Designed and edited 100+ department publications aiming to educate family farms on financial and estate planning
- Bi-Rite Family Of Businesses** – Purchasing Manager **San Francisco, CA | Sep 2017 - Aug 2018**
- Developed database of company SKUs allowing for greater vendor price comparisons resulting in \$10,000 in monthly savings
  - Led supply chain logistics with 100+ vendors while overseeing the commissary division’s monthly purchasing budget of \$250,000
  - Identified overspending on numerous high-price items and reduced company inventories leading to a 5% cash-flow improvement
- Greenhearts Organic Farm** – Operations Lead **Half Moon Bay, CA | Jul 2017 - Sep 2017**
- Organized weekly deliveries of 400+ Community Supported Agriculture (CSA) boxes to Bay Area customers
  - Supported daily organic farming operations fixing irrigation, planting crops, managing soil health, and exploring sales channels
- Sterling Caviar Co.** – Sales and Marketing Manager **Sacramento, CA | Jul 2016 - Jul 2017**
- Created and launched the Sterling Caviar Club online membership program leading to more than \$60,000 in annual retail sales
  - Managed 40 wholesale and retail accounts for caviar and sturgeon fish amounting to over \$200,000 in monthly revenue
  - Added over \$100,000 in annual revenue by securing three wholesale sturgeon fish accounts
  - Oversaw all consumer marketing promotions including e-blasts and digital flyers while partnering with external web developers
  - Sourced cost-effective, more sustainable packaging materials that tripled the production team’s assembly efficiency
- Water2Table Fish Co.** – Sales Representative **San Francisco, CA | Jan 2015 - Jul 2016**
- Expanded sales territories to Napa, Sonoma, and San Jose resulting in a gross sales increase of 20%
  - Formed strong industry partnerships and provided phenomenal service to over 200 of the best chefs in the Bay Area
- Water2Table Fish Co.** – Purchasing Manager **San Francisco, CA | Jan 2014 - Jul 2016**
- Negotiated the exclusive right to distribute Grassy Bar Oysters in the Bay Area leading to \$12,000 of additional monthly revenue
  - Forecasted sales and analyzed consumer trends to execute purchases on over 100 seafood items
  - Coordinated logistics with both domestic and international vendors to ensure optimum inventory levels
  - Supervised 10 employees on a daily basis and adopted different managerial methods to motivate and support them
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## ADDITIONAL EXPERIENCE

- USDA Young Scholars Program** – Attendee **Washington D.C. | Jul 2019**
- Selected as one of four students to participate in summer program with USDA organizations and national regulatory agencies
- Austin Aquaponics** – Farm Hand Volunteer **Austin, TX | Mar 2013 - Aug 2013**
- Constructed a new greenhouse and supported overall operations including harvesting and seed germination
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## SKILLS & INTERESTS

**Languages** – Intermediate Spanish, Basic Czech

**Technical** – Proficient in Palisade @Risk, Python, R, Stata, Microsoft Office Suite, Adobe InDesign

**Interests** – Bass Fishing, Food System Innovation, Historical Non-Fiction, Science Fiction, Snowboarding, Bay Area Sports