

James Mills Paquin

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EDUCATION

The University of Tennessee – Knoxville, Haslam College of Business

Bachelor of Science – Business Administration

Major: Business Analytics | Collateral: International Business

Cumulative GPA: 3.49/4.0 Overall | 4.0/4.0 In Major

Study Abroad: John Cabot University; Rome, Italy (Spring 2026)

Graduation (anticipated): May 2027

Knoxville, Tennessee

PROFESSIONAL & WORK EXPERIENCE

LogoBrands

May 2026 – July 2026

Digital Operations Intern (application development, automation and data analytics focus)

Nashville, Tennessee

- Built a location-based sales prospecting app in Microsoft Power Apps that generates targeted call lists of customer accounts near upcoming pro and college sporting events.
- Designed and managed SQL-based Dataverse databases containing 60,000+ records and 1,000+ venue locations across structured customer, event, and rep activity tables.
- Automated nightly schedule refreshes for six leagues (MLB, NBA, NFL, NHL, NCAA) by integrating the ESPN API with Make.com and Power Automate, eliminating manual data entry.
- Delivered the platform and expansion roadmap to sales leadership, with built-in usage analytics to track rep adoption and outreach volume.

Chief Litigation Counsel Association

May 2025 – August 2025

Summer Intern (data analytics, AI and research focus)

Nashville, Tennessee

- Created a dynamic, standardized Excel framework to streamline membership data tracking, improve data quality, and reduce manual entry errors.
- Identified and qualified high-value member recruitment targets by analyzing 500+ leadership records using Excel, AI tools, LinkedIn, and other online resources (indexed by gross revenue, geography, industry, and other factors).
- Ensured contact accuracy for organizational outreach by cross-referencing multiple sources and applying company-specific email formatting patterns and other validation tools.

Kurtz Auction & Realty

July 2024 – August 2024

Summer Intern (data analytics, AI and real estate focus)

Owensboro, Kentucky

- Interacted with high-bid digital auction platforms (LoopNet, AuctionZip) to monitor bidder activity and support online marketing exposure for active listings and live auctions.
- Ensured 100% bid accuracy during live auctions by leveraging voice recognition AI tools and manual validation in real-time spreadsheets.
- Conducted comprehensive market research on 50+ properties using GPT tools, Excel, Zillow, and other online resources to evaluate demand, pricing trends, and investment potential.

Legacy Franchise Concepts

May 2024 – July 2024

Summer Intern (data analytics, AI and commercial real estate focus)

Atlanta, Georgia

- Created analytical reports using Excel, CoStar, and Crexi to evaluate site viability based on surrounding income levels and proximity to high-end anchor businesses such as Whole Foods.
- Built predictive models to forecast site performance and prioritize high-return opportunities, driving more strategic commercial real estate decisions.
- Compiled an Excel database of potential franchise locations, integrating data points such as local income, CoStar scores, and commercial property metrics to support executive decision-making.

University of Tennessee Rec Sports

August 2024 – Present

Part-time Associate

Knoxville, Tennessee

- Serve as Head Official for 50+ intramural games, including flag football, basketball, and soccer, enforcing rules, maintaining safety, and managing high-pressure situations.
- Promote accountability and teamwork by mentoring new officials, leading pre-game briefings, and ensuring smooth communication between staff and participants.

French Fort Vineyards*Part-time Associate***May 2019 – August 2023***Brownsville, Kentucky*

- Maintain vineyard property through seasonal landscaping, pruning, and equipment maintenance to support year-round operational readiness.
- Support daily operations by executing cost-efficient solutions, enforcing safety procedures, and contributing to process improvements that streamline maintenance workflows.

LEADERSHIP & COMMUNITY SERVICE

Volunteer Impact Academy*Member (scholarship recipient)***August 2023 – Present***Knoxville, TN*

- Completed 75+ community service hours, including MLK Jr. Days of Service and Catalyst Program.
- Developed leadership and teamwork skills through campus and community initiatives.

Pi Kappa Phi Fraternity*Member***August 2023 – Present***Knoxville, TN*

- Engaged in philanthropic, volunteer, and leadership activities to serve the community.
- Collaborated with peers to organize events and promote fraternity values.

SKILLS, ATTRIBUTES & CERTIFICATIONS

Technical: SQL, Microsoft Power Apps, Power Automate, Dataverse, Make.com, API Integration, AI, R Studio, Excel, CoStar, Crexi, Microsoft Office Suite

Analytical: Data Analysis, Database Management, Process Automation, Market Research, Predictive Modeling, Financial Acumen

Leadership: Teamwork, Project Management, Communication, Public Speaking

Certifications: Bloomberg Finance Fundamentals (Issued November 2025)