

ANDY J. HERNANDEZ

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SUMMARY

Director of Operations who turns project and cost data into forecasts, dashboards, and staffing decisions for public works projects. Brings 3+ years of experience in operations and analytics, with hands-on Excel, R, and SQL. Builds Claude-based tools that remove manual reporting work and explains findings plainly to people who do not read spreadsheets. Holds a B.S. in Business Economics from the University of California, San Diego, and is bilingual in English and Spanish.

EXPERIENCE

MEK Enterprises, San Diego, CA

June 2024 – Present

Director of Operations (previously Operations Management Analyst)

- Engineered revenue forecasting models from contract data, schedules of values, and cost-loading structures across 46+ public works projects.
- Executed regression analysis on labor productivity to find the crew size at which added staff stop adding output; the findings shaped crew-sizing policy and bid estimating.
- Delivered post-project variance analysis comparing estimated and actual costs and labor hours, improving forecast accuracy; contributed to an 18% labor cost reduction in the first year.
- Built a portfolio-wide labor margin tracker in Excel and R that compares each job's schedule of values to allotted and actual man-hours, surfacing at-risk phases across 15+ concurrent job sites; early results show a ~42% average project margin across 22 completed phases.
- Maintain a monthly revenue, cost, and work-in-progress forecast for every active job, projecting cost to finish and expected margin, and report to executive leadership through dashboards and weekly Key Performance Indicator (KPI) reports.
- Built Claude-based automations that generate change order packages, file daily reports, and archive weekly dispatch records; cut change order request preparation from about 45 minutes to about 5.
- Secured \$1.2M+ in change order revenue by finding billable scope gaps and pricing requests for work beyond contract terms; tracked 80+ change orders across 16 school sites and 7 general contractors.
- Direct 30 concurrent public works projects from submittals through contract closeout, absorbing the workload of a vacated management role and coordinating monthly billing with the Controller and VP.

Woodland Hills Wine Company, Woodland Hills, CA

Nov 2022 – May 2024

Business Analyst

- Tracked product-line performance from sales and inventory records, identifying top sellers and reducing carrying costs.
- Built standardized revenue and margin reporting templates supporting pricing, forecasting, and purchasing decisions.
- Produced recommended reorder timing and quantities and forecasted demand from sales and inventory records.

PROJECTS

CMS Medicare Provider Utilization & Cost Analysis (Part 1 of 3)

github.com/hernandezandy22/molina-claims-sprint

- Designed a PostgreSQL schema and loaded 832,561 provider, procedure, and place-of-service rows from the 2024 public CMS Medicare dataset (California); wrote five queries using aggregates, GROUP BY, CASE expressions, and window functions.
- Found that office settings account for 75.4% of \$12.8B in California Medicare spend, and that Clinical Laboratory is the top-spend specialty (\$1.64B) from only 322 billing providers; charted results with Python and matplotlib.

EDUCATION

University of California, San Diego

June 2023

B.S. Business Economics. First-generation college graduate.

Vice President, Alumni Executive Board, Nu Alpha Kappa Fraternity; NAK alumni career mentor.

SKILLS

Analysis & Forecasting: Financial Forecasting, Variance Analysis, Regression Analysis, Cost to Finish, Margin Analysis, KPI Reporting, Dashboard Development, Data Analysis

Tools: Microsoft Excel (pivot tables, data modeling, VLOOKUP), SQL, PostgreSQL, R, Python (developing), Git / GitHub

Operations & Contracts: Project Management, Change Order Management, Contract Management, Billing Controls, Prevailing Wage and Certified Payroll Compliance

AI & Automation: Claude workflow automation; built Daedalus, a personal iOS app (Swift, SwiftUI, Supabase), in daily use and not yet on the App Store

Languages: English, Spanish (bilingual)