**Daniel Vojcak**

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Study Abroad Blog: [dannyindenmark.wordpress.com](https://dannyindenmark.wordpress.com/)

Product Hunt: [/@danny\_vojcak](https://www.producthunt.com/@danny_vojcak) | [Biteable](https://biteable.com/watch/daniel-vojcak-video-resume-2383777) (Video Résumé) | [Scoutible](https://hire.scoutible.com/profile/share/ag9zfnNjb3V0aWJsZS1hcHByEQsSBFVzZXIYgIDAgo3GvwoM)

**Education**

*St. Olaf College* – Northfield, MN                                                                             May 2020

* Bachelor of Arts Degree, magna cum laude, Class Rank: 140/674
* Major: Political Science | Concentration: Environmental Studies
* GPA: 3.76, with a 3.81 in my major
* Awards: Emerging Leader Award (one of three students selected for commitment to student activities), Timothy J. Cashin Award (presented to one senator in the Student Government Association for selfless contributions), Blue Key Honor Society, Pi Sigma Alpha Political Science Honor Society, and Dean’s List
* GRE: Verbal Reasoning: 165, Quantitative Reasoning: 151, Analytical Writing: 5.5 | LSAT: 155 | ACT: 33

*Danish Institute for Study Abroad (DIS)* – Copenhagen, Denmark Spring 2018

* Achieved “A” letter grade in each class: Law from a European Perspective, Sustainable Business Strategies, the Politics and Ethics of Food, Biology of Marine Mammals, and Glaciers and Human Impact

**Top Skills and Industry Knowledge**

*Business:* Wall Street Journal (WSJ) | Financial Times (FT) | CB Insights | PitchBook | Crunchbase | TechCrunch | Statista | Mergent Intellect

*Legal:* Clio | Artificial Lawyer | Casetext | Westlaw | LexisNexis | Fastcase | Ironclad | LegalMation

*Research:* Google Scholar | Google Patents | BrowZine | PubMed | JSTOR

*Language*: Norwegian (Intermediate) | Danish (Conversational)

*Certificates*: Harvard Business School HBX CORe: Credential of Readiness in Business Analytics, Economics for Managers, and Financial Accounting

*Technical*: Mobile App Prototyping (Adobe XD, JustInMind, V.One) Website Design (WordPress, Voog) | Search Engine Optimization (SEO) | Microsoft Office (Word, PowerPoint, Excel) | Google Drive | SPSS | EndNote | Descript (podcast) | **Social Media (Hootsuite, Sprout Social)**

**Work Experience and Internships**

*Business Consultant* – Claudius Legal Intelligence, Inc. (Claudius AI): Princeton, NJ April 23, 2021 – Present

* Sold subscriptions of Claudius’s software to law firms and practicing attorneys
* Managed outreach using sales tools including HubSpot CRM, Mixmax, and lemlist
* Achieved KPIs including 30% cold email open rate

*Research Intern* – Public Statements Department, Vote Smart: Des Moines, IA May 2019 – Aug. 20, 2019

* Categorized and tagged press releases, letters, op-eds, and floor speeches from elected officials
* Collected 2,568 statements during 130 hours of work, averaging 19 statements per hour
* Research used by Google, NY Times, A.P., CNN, NBC, NPR, and U.S. Dept. of Defense

*Legal Assistant / Personal Injury Paralegal* – Robert Half: Chicago, IL May 2019 – Aug. 29, 2019

* Drafted legal court documents, such as pleadings, motions, affidavits, requests to produce, and subpoenas; transactional documents, such as trusts, wills, contracts; and closing documents
* Organized thousands of case materials (correspondence, pleadings, medical records) and scheduled depositions and meetings with clients

*Environmental Nonprofit Grant Writing Intern* – Seaside Sustainability: Gloucester, MA Aug. 2018 – Oct. 2018

* Persuaded funding organizations to assist Seaside with over $300K in annual grants applications

*Chemicals Legislation Research Intern* –Minnesota Pollution Control Agency: St. Paul, MN June 2018 – Aug. 2018

* Researched 243 enacted or upcoming chemicals legislation in an Excel spreadsheet for the IC2 database

*E-Resources Student Intern* – St. Olaf College: Northfield, MN June 2018 – Aug. 2018

* Compiled statistics and cost-per-use metrics for the past 5 years in Excel for St. Olaf Library's e-resource subscriptions to help the library be more cost-efficient
* Interpreted legal agreements with vendors and uploaded terms of e-resource licenses

*Intern for National Legal Website* –Evan Guthrie Law Firm: Charleston, SC Sept. 2017 – Dec. 2017

* Investigated trending legal topics, performed legal research, and wrote articles exploring various law-related topics for MN PreLaw Land
* IPWatchdog published my guest contributor article titled “Proving a Patent Invalid”

*Public Policy Intern* – Suzie Nakasian: Northfield, MN    Oct. 2015 – May 2017

* Assisted Councilwoman Nakasian with compiling climate change and community resilience resources for municipal officials intended for publication on a national website
* Researched and organized 124 ordinances, resolutions, statutes, comprehensive city plans, and statistics along with 73 multimedia resources and 260 additional resources

*Analytical Projects* – Professor Christopher Chapp: Northfield, MN Feb. 2017 – May 2017

* Quantitative: Investigated the relationship between environmental attitudes and symbolic ideology by designing an original survey, codifying responses, and analyzing the results using SPSS
* Qualitative: Conducted interviews to examine to what extent participants’ environmental attitudes aligned with a three-factor model of the value-basis theory for environmental attitudes

*Historical Research Project* – Professor Paul Jackson: Northfield, MN Sept. 2017 – Dec. 2017

* Partnered with the Cannon River Watershed Partnership (CRWP) in my integrative environmental studies class to help the CRWP conduct research on Fox Lake (located in Rice County, Minnesota)
* Learned how to perform efficient database searches and how to analyze Rice County geologic atlases, plat maps, and boxes of historical documents in the St. Olaf archives

*Student Development Officer* – St. Olaf College:Northfield, MN Sept. 2016 – May 2017

* Demonstrated interpersonal communication and persuasion skills by soliciting gifts to the St. Olaf Fund
* Raised $5,680.54 through outbound calls; completed over 50% of gifts by credit card; thanked 254 people

*Dishwasher* –Biaggi’s Ristorante Italiano:Naperville, IL June 2017 – Aug. 2017

* Efficiently cleaned dishes and kitchenware in a fast-paced environment

*Summer Camp Counselor* –Bright Horizons:Downers Grove, IL June 2016 – Aug. 2016

* Supervised children on various field trips to make sure they remained safe while having fun

*Store Seasonal Employee* –Lowe’s: Naperville, IL May 2016 – Aug. 2016

* Organized merchandise onto corresponding pallets while unloading truck deliveries
* Operated pallet jacks and dollies to transport pallets and disperse merchandise

**Leadership and Volunteer Activities**

*Environmental Senator* – Student Government Association (SGA): Northfield, MN Oct. 2016 – May 2017

* Led a team of 5 to plan and launch sustainability initiatives on campus
* Wrote emails and social media posts to inform students of campus events and internship opportunities

*Attorney & Witness* – St. Olaf Mock Trial: Northfield, MN                                     Sept. 2015 – Dec. 2017

* Performed both as an attorney and as a witness in tournaments hosted by the Mock Trial Association
* Compiled relevant case facts and applied facts, evidence, and objection rules during tournaments
* Responded to unexpected developments during trials with adaptability and improvisation skills

*Student Speaker Liaison* – STO Talks Planning Committee: Northfield, MN April 2016 – Dec. 2017

* Managed the selection process for students seeking to speak at the STO Talks Conference
* Confidently conducted interviews and organized student speaker applications
* Prioritized student speakers by evaluating the merit of their applications

*Wetlands Field Trip Volunteer* – St. Olaf Biology Dept*:* Northfield, MN Sept. 2015 – May 2017

* Supervised local 2nd and 5th grade students during their field trips to the St. Olaf wetlands

**Academic Papers**

*Legal:* An Overview of Corruption and Bribery | Carpenter v. United States: Brief for the Petitioner | Privacy in the Digital Age: A Brief Examination of Carpenter v. United States | Constitutional Interpretation Memo | The Democratic Nature of Article III of the United States Constitution | The Patriot Act and Katz v. United States | Case Brief: Gibbons v. Ogden

*Business:* Maersk Business Analysis | Wind Energy Investment Appraisal Memorandum for BIG Fund | Carlsberg Group Business Model Review Report

*Political Science:* Humanitarian Consequences of Economic Sanctions | Repression of Civil Liberties and Political Rights: The Biggest Obstacle to Democratic Consolidation in Cuba | Political Ideology and the Value-Basis Theory for Environmental Attitudes | How Environmental Attitude Factors May Cause Symbolic Ideology | The Limited Effectiveness of International Environmental Governance | Halting the Motor of World Totalitarianism | The Motivation and Techniques of Totalitarianism According to Scott and Oakeshott | The Conflict Between Rationalism and Freedom in Heinlein’s Political Science Fiction | Declining Violence in Modernity and Classical Liberalism | The State as the Central Actor in Wallerstein’s World-System Theory | Generalized Punishment and Docility in Foucault’s Discipline and Punish | Concerns with High Modernism in Urban Planning | Oakeshott’s Exploration of Modern Rationalism | The Marxist Perspective as Superior to the Liberal Perspective in Economic Relations

*Environmental Studies:* Principles for Future Global Agriculture & Food Production | Integrative Research and Reflection Paper in Environmental Studies | Public Comment on the Federal Register for the Endangered Species Act Compensatory Mitigation Policy of the U.S. Fish and Wildlife Service | Hometown Environmental Quality Report | Hometown Stakeholder Report: Air Pollution | Hometown Regulatory Report: Air Quality

*Biology:* The Purpose of the Narwhal’s Tusk | Marine Mammal Skull Anatomy Lab Report | Marine Mammal Sound Lab Report

*Architecture and Art History:* Gehry’s Nationale-Nederlanden Office Building (Dancing House / Fred & Ginger) | The Interplay of Innovation and Tradition in the Parthenon and Cathedrals | Naperville’s Millennium Carillon | Analysis of American Pictorial Landscape: The Green River, Wyoming by Samuel Colman Jr.

*Religion:* A True Christian According to Lutheran Tradition | The Lutheran Tradition Expressed Through Lutheran Social Services | What the Lutheran Tradition Offers to Millennials | Film Response: Martin Luther and Reforming Christendom to Focus on the Word of God | Analyzing the Akedah: Abraham as a Martyr instead of a Murderer | The Tripartite Significance of Jesus in the Gospel of Matthew | Reflection on a Reading of Job in Light of Samuel Beckett’s Endgame

*History:* The Legacy of India’s Partition of 1947 | Reading Response to Francis Robinson’s “The British Empire and Muslim Identity in South Asia” | Liberalism and Empire Reading Response

*Philosophy*: Environmental Ethics: Final Exam Responses

*Economics:* Environmental Economics: Air Pollution Article Review

*Psychology:* Integrative Paper: Delusions and Schizophrenia

*English:* The Role of Labor Exploitation and Economics on Ichiro’s Identity in John Okada’s No-No Boy