

ORION WILLIS

Lawrence, KS 66046 - (785) 541-5500 - orion.willis@gmail.com - linkedin.com/in/orionwillis

Open to: Lawrence, KS - San Antonio, TX - remote

Summary

Operations and analytics lead across store floors and field work. Python, SQL, Excel. Drove about \$7M in annual collections impact at Conn's, ran a 50-person front end at Dillons, and now designs maze operations with a 90-maze season target.

Experience

Maze Operations & Drone Pilot - Precision Mazes

May 2026 - Present

Lawrence, KS (field)

Design and run seasonal corn-maze operations for farm clients, from layout through season prep, against a 2026 target of 90 mazes.

Pilot drone capture and manage video and asset workflows used in client delivery.

Build and QA farm datasets and design files; support research and generation for the next season's book of work.

Front End Manager - Dillons (The Kroger Co.)

October 2024 - May 2026

Lawrence, KS

Led daily front-end operations and trained a team of about 50 on service, cash, and labor standards.

Covered manager-on-duty 1-2 nights per week, owning store flow, customer issues, and close.

Tightened inventory and shrink routines so the front end stayed staffed and accurate under volume.

Business Analyst - Conn's HomePlus

January 2022 - April 2023

San Antonio, TX

Analyzed contact-center and collections performance (forecasting, KPIs, ranking/scoring, pre-collection handoff).

Built dashboard reporting that gave senior leadership a clear view of pipeline and productivity.

Led analysis that increased a collections channel's results by about \$7M per year.

Relocation | Texas to Lawrence, KS | April 2023 - October 2024

Career break | Full-time parent | September 2020 - October 2021

Data Engineer - Quickpath

June 2019 - August 2020

San Antonio, TX

Employed by Quickpath on a confidential financial-services engagement (client was USAA; not a USAA employee).

Delivered data-engineering work in Python and AWS under NDA: pipelines, architecture, and model support the business could run.

Earlier leadership

Marketing Specialist - Oak Creek Homes

March 2017 - August 2018

Boerne, TX

Owned web, SEO, vendor, and local advertising for manufactured-home sales.

Store Manager (Mega Center) - Mattress Firm

March 2016 - February 2017

San Antonio, TX

Ran sales, inventory, branding, and city reporting; delivered top-decile KPIs and about 50% year-over-year volume.

Area Sales Manager - Yodle

April 2010 - July 2014

Austin, TX

Built and led a sales team that ranked #1 in the company for 18 months (Yodle Star 2013); shipped a VBA pipeline dashboard the team used daily.

Education

Data Science certificate - Codeup (Ada cohort) - San Antonio, TX - February 2019 - June 2019

600+ hours: Python, SQL, statistics, machine learning, stakeholder storytelling.

Skills

Python - SQL - Excel - dashboards - drone operations - inventory - collections analysis - team leadership - process design