DEV ARBEITER

New Rochelle, NY | (914) 374-3359 | dia8@cornell.edu | linkedin.com/in/dev-arbeiter

EDUCATION

Cornell University, School of Industrial and Labor Relations **December 2024**
B.S. in Industrial and Labor Relations **Ithaca, NY**
Minor: Data Science | **Key Coursework:** Economics, Labor Law, Data Science, Computing with Python, Baseball Salary Arbitration
GPA: **3.94** | SAT: **1570**/1600 | Honors: **National Merit Scholar**

PROFESSIONAL EXPERIENCE

Baseball Operations Associate **January 2026 – Present**
New York Yankees | Description: **Major League Baseball (MLB) Club Based in New York, NY** **New York, NY**
- Led baseball operations research projects, including a Python-based valuation model of the pre-arbitration extension market, evaluations of ~80 potential trade targets on the fringes of other organizations' rosters during Spring Training, and comprehensive makeup assessments of 20+ trade deadline acquisition candidates to support executive decision-making
- Supported the Advance Scouting department with daily and pre-series preparation, producing baserunning reports covering 200+ opposing pitchers, creating customized player-facing video packages for ~150 relief pitchers, and maintaining up-to-date information on all opponent injuries and roster moves
- Developed analytical and visual content for ~50 player-facing recruiting presentations that supported free-agent, draft, and international acquisition efforts

Major League Operations Intern **March 2025 – September 2025**
Washington Nationals | Description: **Major League Baseball (MLB) Club Based in Washington, DC** **Washington, DC**
- Managed key components of trade deadline planning, conducting in-depth prospect analysis for four trade partners and identifying comparable player trades to inform potential transactions
- Performed detailed analysis of pre-arbitration salary structures using R, driving changes to the Club's pre-arbitration salary structure that align the organization with broader MLB market standards
- Researched and analyzed leaguewide realized surplus value trends over the past two decades, synthesizing internal metrics with eBIS salary data across ~10,000 contracts to deliver actionable insights for Club leadership

Data Analyst Intern, Office of Management and Budget **September 2024 – December 2024**
Executive Office of the President | Description: **Executive Branch Office Overseeing the Federal Budget and Agency Performance** **Washington, DC**
- Managed data analysis and visualization projects based on dataset of federal spending with cumulative value of $10B+, creating Excel reports and Power Bi dashboards that provide presidential appointees with insights regarding impact of Made in America policies
- Improved data management processes for multiple ongoing projects, resulting in enhanced data quality across 2,000+ entries, reduced time spent on manual data entry tasks, and more efficient policy review procedures

Business Transformation Consulting Intern, Government and Public Sector Practice **June 2024 – July 2024**
Ernst & Young | Description: **Big 4 Financial Services Firm Offering Consulting, Assurance, Tax, and Transaction Services** **McLean, VA**
- Developed process improvement strategies and training materials for $250B+ government agency (300,000+ employees), contributing to engagement team increasing client's operational efficiency, across various subdivisions, by up to 50%
- Designed strategy for client's organizational restructuring effort, leveraging Lean Six Sigma management methods to create recommendation that efficiently unifies four distinct subdepartments into single entity

Major League Baseball Salary Arbitration Intern **January 2024 – February 2024**
Proskauer Rose | Description: **Vault Top 30 National Law Firm, Ranked #1 in Sports Law and Top 10 in Labor Law** **New York, NY**
- Researched and analyzed case facts and statistics for Major League Baseball (MLB) salary arbitration presentations and arguments, working with various MLB clubs on cases that determine MLB player salaries for upcoming season
- Collaborated with salary arbitration legal team to create detailed presentation outlines, year-by-year player performance overviews, and in-depth player-to-player comparisons for each case

LEADERSHIP & EXTRACURRICULAR EXPERIENCE

Baseball Analytics Consultant **March 2024 – December 2024**
Cornell Big Red Sports Network (BRSN) **Ithaca, NY**
- Collaborate with ten-person baseball analytics team to create advance scouting reports, analytics dashboards, and player development materials for Cornell's Division I Varsity Baseball team, contributing to Cornell's first Ivy League tournament berth since 2012
- Analyze Trackman and Synergy Baseball data to develop evidence-based strategies and discover areas for growth, presenting findings to Cornell Varsity Baseball coaching staff

Diversity Pipeline Program: Society for American Baseball Research (SABR) Analytics Conference Scholar **March 2024**
Major League Baseball **Phoenix, AZ**
- Selected for competitive scholarship to attend SABR Analytics Conference, learning about baseball operations and analytics through conference speaker events and visits to spring training facilities of eight MLB teams

SKILLS & INTERESTS

Skills: Python (Yankees), R (Nationals), SQL (Nationals), eBIS (Nationals), Trackman (BRSN), Microsoft Office Suite
Interests: Baseball, football, weightlifting, hiking, fishing, and reading: history, philosophy, and fiction