

Daniel O'Shea

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EDUCATION

Master of Environmental Science and Management (Expected June 2026)

Bren School of Environmental Science & Management – *University of California, Santa Barbara (UCSB)*

Specializations: Coastal Resource Management with Science Communications Focus

Highlighted Coursework: Environmental Law & Policy, Environmental Economics, Carbon Accounting, Grant Writing, Applied Population Ecology, Marine Conservation, Natural Resource Law.

Bachelor of Science (B.S.) in Marine Biology – *University of California, Santa Cruz* (June 2015)

REGULATORY MANAGEMENT & MARINE RESEARCH EXPERIENCE

California Kelp Restoration Intern, *The Nature Conservancy*, Santa Barbara, CA (7/25 – 11/25)

- Interviewed 25 kelp restoration stakeholders from NGOs, Non-profits, Tribal Leaders, and Academia.
- Developed a comparison framework to showcase where future kelp research should be directed.
- Presented report to California Seaweed Festival and Eastern Pacific Kelp Congress.

Project Manager, *California Coastal Commission (CCC) – Bren School Group Project* (9/24 – Present)

- Led 5 colleagues on a year-long project designing a feasibility model of managed retreat in California.
- Designed a qualitative research project to identify values, challenges, and tradeoffs to sea level rise policy.
- Organized team using Asana to hit important deadlines and provide deliverables in a timely manner.

SEAFOOD, COMMUNICATION, & OTHER MARINE EXPERIENCE

Fishermen's Market Manager, *Commercial Fishermen of Santa Barbara*, Santa Barbara, CA (12/25 – Present)

- Increased sales with targeted ads on social media platforms and weekly newsletters showcasing catches.
- Supported fishermen by building relationships, understanding business models, and educating customers.
- Review the bylaws of the Commercial Fishermen of Santa Barbara and the applications of new vendors.

Seafood Monger & Market Manager, *Wild Local Seafood*, Ojai, CA (4/23 – 11/24)

- Expanded customer base for seafood sales at Ojai Farmers Market from \$0 to \$2,500.
- Nurtured relationships with the Ojai customer base and educated them about sustainable seafood.
- Developed recipes to grow familiarity with California marine species and boost awareness.

Account Executive, *Groove (now Clari)*, San Diego, CA (9/19 – 3/24)

- Accomplished 200% above sales quota in first full year.
- Sourced 100+ leads from webinars, trade shows, and cold business development. Conducted 4-5 product demonstrations weekly in 60-minute meetings with prospective clients.
- Awarded "Best Listener" for the entire company in 2022 and Team MVP in 2023.

Marine Science Instructor & Communications Manager, *Catalina Island Marine Institute*, CA (8/15 – 5/19)

- Marketed Guided Discoveries on all major social media platforms, tracked analytics, and designed Instagram, X, and Facebook sites.
- Created photos and videos for posting and managed, trained, and hired on-site social media team.
- Designed personalized curriculum for students in 4th-12th grades and guided students through programs centered on marine conservation and ecology.

ADDITIONAL EXPERIENCE & SPEAKING ENGAGEMENTS

UCSB Coastal Fund Grant Awardee, Santa Barbara, CA (12/25 – Present)

Awarded a grant to develop a project focused on students embracing the seafood culture of Santa Barbara.

EPaK Congress Member, Santa Barbara, CA (10/25 – Present)

Member of the Eastern Pacific kelp research community that focuses on connecting research initiatives.

Aquaculture and Blue Economy Panelist, Assorted Conferences in California, (7/25 – Present)

Presented research at the California Seaweed Festival, Mantel Symposium, and Eastern Pacific Kelp Congress.

SKILLS & LICENSES

Computer: RStudio, Microsoft Office (PowerPoint, Word, Excel), Later, Salesforce, GaBi, ArcGIS, NVivo

Licenses: NAUI SCUBA diving instructor and AAUS Scientific Diver.