

Annika G. Bryant

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EDUCATION

Yale University - New Haven, CT

GPA: 3.45/4.0

B.A. in Economics | Advanced German Language Certificate

Expected Graduation: May 2025

Relevant Coursework: Intermediate Microeconomics, Intermediate Macroeconomics, Econometrics, Game Theory

London School of Economics - *Summer Program* | London, UK

June 2023-July 2023

Relevant Coursework: Economics of European Integration, The Political Economy of Public Policy

WORK EXPERIENCE

PNC Financial Services - *Institutional Asset Management Intern* | Atlanta, GA

May 2024 – August 2024

- Conducted client and market research, delivering insights that improved investment strategies and portfolio performance
- Analyzed market trends to support asset allocation and portfolio management decisions for institutional clients
- Developed and presented an endowment and foundation asset management proposal to senior management for a capstone project

Yale Pathways to Science Coop High School Partnership - *Photographer* | New Haven, CT **November 2023 – Present**

- Photograph Pathways events and simulations held at Yale Science facilities and labs
- Edit and upload images to be published on Yale's official Instagram and Pathways website
- Promote Yale Pathways and Coop engagement which in turn, encourages youth to pursue careers in science

Everything But Water - *Sales Associate* | Atlanta, GA

May 2021 – August 2021

- Sold high-end swimwear, resort wear, and accessories with personalized wardrobe consultations for special occasions
- Frequently recognized for exceptional customer service and sales performance

LEADERSHIP AND COMMUNITY DEVELOPMENT

Yale University Division 1 Women's Soccer - *Player* | New Haven, CT

Fall 2021 – Present

- Dedicate 30+ hours per week to training, fitness, weightlifting, and competitions
- Effectively prioritize film studies, team meetings, and travel while maintaining a rigorous academic course load

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

January 2025 – Present

- Selected for Phase 1 of an exclusive fellowship for top college athletes, competing in weekly mock interviews and completing ~10 hours of interview training
- Analyzed mock interview feedback from Fortune 500 HR professionals, refining skills through self-evaluations
- Engaged with industry leaders (Evercore, NFL, Microsoft, Morgan Stanley) to leverage student-athlete experience for career success

Yale "Unorthojoeks" Acapella Singing Group - *President and Group Manager* | New Haven, CT **Fall 2021– Present**

- Coordinate all administrative, marketing, and business operations for the group, including organizing semi-weekly rehearsals and preparatory sessions for 4-5 performances per academic year
- Collaborate with on-campus organizations to promote community engagement in New Haven, overseeing marketing efforts for events and performances
- Transcribe and edit musical arrangements for concerts while managing logistical and operational aspects of each performance

BlackGen Capital - *Analyst* | New Haven, CT

Fall 2023 – Spring 2024

- Involved with the first and only minority-owned investment fund at Yale University
- Underwent rigorous technical and behavioral financial training to further my knowledge of the finance sector
- Attended general body meetings and aided in BlackGen's goal to give back to our community

SKILLS & CERTIFICATIONS

Technical Skills: Proficient in Microsoft Suite, Salesforce

Languages: English (Native), German (B1/B2)

Certificates: FINRA - Securities Industry Essentials

CAMRYN J. NEAL

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EDUCATION

Columbia University – New York, AZ

GPA: 3.65/4.0

B.A. in Economics-Political Science | SAT: 1430

Anticipated Graduation: May 2025

- **Relevant Courses:** Comparative Politics, Econometrics, Intermediate Microeconomics, Intermediate Macroeconomics, Corporate Finance
- **Industry Education:** 5 Phases of Project Management; Agile Framework; Creating Business Presentations 101; Scrum
- **Accomplishments:** Dean's List(2021-2025), NCAA Division I Athlete/Team Captain (Softball); Salutatorian of Gilbert High School's Class of 2021; William V. Campbell Performer of the Year Nominee(2023, 2024); NFCA Scholar-Athlete (2024); Academic All-District Team(2024); Ivy League First Team All-Region(2024); Ivy League Second Team All-Region(2023); Ivy-League All-Tournament Team(2023).

PROFESSIONAL EXPERIENCE

Slattery Petersen PLLC – *Legal Assistant* | Phoenix, AZ

May 2024 – August 2024

- Optimized trial preparation by organizing and maintaining over 200 legal binders and documents within tight deadlines of a few hours, ensuring 100% accuracy and accessibility for trials and client meetings.
- Drafted and proofread 50+ legal documents (depositions, contracts, discovery documents, briefs, affidavits, legal correspondence) focusing on precision, accuracy, clarity, and adherence to legal standards and firm guidelines, reducing errors by 20%.
- Participated in over 30 mediations, depositions, and oral arguments, gained firsthand experience in the legal process, contributing to case preparation and firm efficiency.

Deloitte – *Incoming Olympic Global Partnership Student Analyst* | New York, NY (Remote)

February 2024 – May 2024

- Delivered a transformation strategy to Deloitte outlining innovative ways to bolster the International Olympic Committee's (IOC) Olympic & Paralympic Agenda 2020+5, specifically addressing personalization of the fan experience and enhancement of digital services
- Collaborated with a team of 6 to assist the Olympic Movement in driving progress on critical challenges identified in Olympic Agenda 2020+5 related to corporate governance, strategy, sustainability, diversity, equity and inclusion, and athlete support and well-being
- Supported the Olympic Movement in advancing athlete well-being and critical strategic initiatives.

Adam for Colorado – *Campaign Research Intern* | Remote

August 2022 – November 2022

- Directed research projects of 11 interns to garner data and analyze demographic data, polling trends, and policy issues to provide valuable insights for strategic decision-making which optimized campaign messaging by over 30%.
- Utilized surveys and focus groups to assess real-time feedback from 500+ constituents, helping the campaign adapt its strategies effectively.
- Corresponded with interns and team members to coordinate campaign events and community outreach initiatives, resulting in the overall success of the campaign's grassroots efforts.

LEADERSHIP & COMMUNITY DEVELOPMENT

Columbia University – *NCAA Division I Student-Athlete* | New York, NY

September

2021–Present

- Dedicated 40+ hours per week to practice, conditioning, competition, travel, and team meetings, demonstrating excellent time management and prioritization capabilities amidst a demanding schedule, earning several academic and athletic awards.
- Elected as a Team Captain from 2023-2025, acted as a liaison between players, coaches, and staff to enhance team cohesion and communication.
- Led and motivated a team of 20 athletes, fostering a culture of accountability, resilience, and teamwork, resulting in one of the most successful seasons in program history.

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

January

2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral/technical/hybrid interview preparation.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Student-Athlete Advisory Committee, Columbia University – *Co-President* | New York, NY

May 2024 – Present

- Acts as the primary liaison between the student-athlete community, comprised of over 800 student-athletes across 31 varsity sports teams, and the administrative body, facilitating effective communication and collaboration on key issues across the university and the Ivy League.
- Represents Columbia University as the female Ivy League SAAC representative, attended 12 regional and national conferences to advocate for student-athlete welfare and contribute to policy discussions, resulting in permitting the Ivy League to compete in FCS playoffs.
- Collaborates with university administration to address and resolve student-athlete concerns, advocating for improvements in facilities, academic support, and mental health resources.

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** Microsoft Office Suite, STATA, Adobe Photoshop, CRM systems - Spanish.
- **Interests:** Classic literature, Major League Baseball, powerlifting

Chloe T. Gouhin

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EDUCATION

Barnard College, Columbia University – New York, NY

B.A. in Computer Science and Psychology

Relevant Courses: Data Structures, Advanced Programming, Introduction to Artificial Intelligence, Fundamentals of Computer Systems, Calculus III Computer Science Theory, Linear Algebra | Behavioural Neuroscience, Developmental Psychology, Social Psychology, Abnormal Psychology, The Social Self, Drugs and Behavior

GPA: 3.0/4.0

Anticipated Graduation: 2025

PROFESSIONAL EXPERIENCE

Red Bull – *Student Marketeer* | New York, NY

Orchestrates dynamic on-campus events to promote Red Bull brand awareness, strategically selecting high-traffic locations to maximize student engagement. Implementing product sampling initiatives, articulately conveying key brand messaging and value propositions during distribution.

06/2023 – Present

Columbia University – *Lead Software Engineer* | New York, NY

Spearheaded development and implementation of software solutions for Columbia+ courses of varying topics for multiple Columbia institutions (SIPAS, SEAS, CTL, etc.). Demonstrated proficiency in front-end development while collaborating closely with cross-functional teams and maintaining comprehensive documentation for each course. Designed user-friendly templates of web-pages and trained a team effectively on utilizing them, resulting in streamlined workflow.

06/2023 – 08/2023

MOGL – *Business Development Intern* | New York, NY

Conducted market research to identify potential partnership opportunities and industry trends in the Name, Image, and Likeness (NIL) landscape. Generated leads by providing valuable insights to guide business development strategies via outreach to collegiate athletes.

06/2023 – 08/2023

dClimate – *Software Engineer Intern* | New York, NY

Worked with a team to design blockchain-based solutions, contributing to the development of decentralized applications and smart contracts on the Ethereum platform to facilitate secure and transparent climate data transactions. Developed an updated landing page with HTML, CSS, and React elements.

06/2022 – 09/2022

TechR2 – *Software Engineer* | Columbus, OH

Engineered and implemented software at a data protection company with a strong emphasis on secure coding practices, ensuring robust protection against vulnerabilities and potential cyber threats with proficiency in both front-end and back-end development.

05/2021 – 08/2021

LEADERSHIP & COMMUNITY DEVELOPMENT

Columbia University – *Lerner Food Pantry Volunteer* | New York, NY

Assists in organizing and distributing food supplies to students, ensuring equitable access and fostering a welcoming environment. Coordinated inventory management and donation intake, maintaining accurate records to support the pantry's sustainability and efficiency.

10/2024 – Present

Columbia University, NCAA Division I Varsity Fencing Team – *Athlete, Saber* | New York, NY

Competing as a member of the fencing team by collaborating with teammates and coaching staff to achieve collective goals, balancing rigorous training and academic responsibilities. Representing Columbia University in collegiate competitions, exemplifying discipline, teamwork, and sportsmanship.

09/2021 – Present

US Fencing Association – *Athlete, Saber* | Colorado Springs, CO

Represented the United States on the national and international stage as a member of the US Fencing Team. Achieved notable success in high-profile fencing tournaments, such as: Silver at 2019 Cadet World Championships in Torun, Poland, Bronze at Junior Zonal Championships in San Salvador, El Salvador.

09/2011 – Present

Mid-Ohio Foodbank – *Volunteer* | Grove City, OH

Actively participated with a diverse team of volunteers in the distribution of food to individuals and families in need within the community, providing assistance to clients and assisted in organizing and managing food inventory.

01/2021 – 08/2021

SKILLS & INTERESTS

Interests: Artificial intelligence, technology, athletics, psychology and behavior, community engagement

Programming Languages: Python, Javascript, C, PHP, ASP, **Web Development:** HTML, CSS, React.JS, **Database Management:** MySQL, **Version Control:** Git, GitHub

Anderson Meade Spirit Award: Earned in both the 2021-2022 and 2022-2023 season for commitment and dedication to the Columbia Fencing Team, as the first two-time recipient in the awards history.

CORINNE FUREY

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EDUCATION

HARVARD UNIVERSITY

Cambridge, MA

A.B. Candidate in Social Studies (Honors); GPA: 3.60/4.0

May 2025

Thesis: In the process of writing a 100-page honors thesis titled, “Social Capital, Community Schools, and the Civic Project”; Harvard College Research Program grant winner for independent research project

Awards: Harvard Pride Award; Harvard “Hold the Rope Award”; Peer-Elected Varsity Volleyball Team Captain

Relevant Coursework: Markets to Solve Social Problems; Political Economy of Globalization; Statistics, Data Science; Public Speaking Practicum; Psychological Science; Economics of Global Health; Education Reform

PROFESSIONAL EXPERIENCE

TUFTS UNIVERSITY

Boston, MA

Research Assistant

March 2024 – Present

- Assists in data collection for “Supporting Physical Literacy at School & Home,” an NIH-funded collaboration between Tufts University and Rising New York Road Runners; Administers observational tools to assess children’s motor competency; Collects survey data on activity behaviors; Completed CITI certification

THE WHITE HOUSE

Washington, D.C.

Intern, Office of Presidential Correspondence

June 2023 – August 2023

- Read and analyzed 320,000 pieces of constituent correspondence; assigned matters to appropriate offices and federal agencies to facilitate a response from POTUS; Created weekly topic reports for Chief of Staff
- Pulled metadata and analyzed common sentiments on polarizing issues using Excel

MYHUDDLE

Denver, CO (Remote)

Student Intern

June 2022 – May 2023

- Conducted customer research to enhance marketing strategies for sports psychology telehealth startup
- Developed programming for college athletic departments to provide student-athletes with proactive support

ASHFORD SERVICES, LLC

Wilmington, DE

Trust Officer

September 2020 – August 2021

- Analyzed trust documents for legal, administrative, tax, and investment issues according to Delaware legal requirements; Coordinated frequent distributions of cash or assets for clients

LEADERSHIP AND EXTRACURRICULARS

HARVARD VARSITY VOLLEYBALL

Cambridge, MA

Team-Captain (Elected by Peers)

February 2023 – Present

- Leads 19 student-athletes in 46+ competitions; Facilitates weekly scheduling and 25+ hour/week commitments
- Serves as mediator for communication between coaches and players; Aids in conflict resolution

THE HARVARD CRIMSON

Cambridge, MA

Staff Writer

March 2022 – Present

- Assists in creation and distribution of ~200 daily newsletters for the Harvard undergraduate population of 7,200
- Collaborates with other editors to publish articles and content for the school newspaper and blog

ATHLETES IN ACTION

Fort Collins, CO

Intern & Small Group Leader

May 2023; May 2024

- Led 200 Division I athletes from 30+ schools in sport-related competition and leadership development sessions
- Facilitated group conversations over 10-day camp; Introduced content to encourage personal growth, reflection

UNITED STATES MILITARY ACADEMY

West Point, NY

McDonald Conference for Leaders of Character Fellowship

March 2024

- Nominated as the sole representative from Harvard; Collaborated with students and Senior Fellows from around the world to reflect on leadership ideals and character formation

Interests: American Sign Language, podcasts, smoothie making, group fitness classes, NYT crosswords, Yelp reviews

DANIELLE McTEER

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EDUCATION

Coppin State University – Baltimore, MD	Expected May 2025
B.S in Political Science	
College of William and Mary – Williamsburg, VA	May 2024
B.S in Kinesiology & Health Sciences, Minor in Innovation & Entrepreneurship	

TECHNICAL SKILLS

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- | | |
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| <ul style="list-style-type: none">• Advanced PowerPoint• HubSpot Inbound Marketing• IC Agile Training | <ul style="list-style-type: none">• Lean Six Sigma Training• Project Management Professional (PMP) Training• Scrum Methodology |
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NCAA ATHLETIC INVOLVEMENT

Coppin State University Baltimore, MD	Jul. 2024 - Present
<i>Women's Basketball Student-Athlete: Team Captain</i>	
<ul style="list-style-type: none">• Devote 40+ hours per week to athletics and in addition to being a full-time student.• Exercise leadership skills along with practicing self-discipline on and off the court.• Fall 2024 Dean's List	
Student-Athlete Advisory Committee (SAAC) Baltimore, MD	Sep. 2024 - Present
<i>President</i>	
<ul style="list-style-type: none">• Advocate for policy changes related to student-athlete welfare, including mental health, academic support, and NCAA initiatives.• Spearheaded community outreach and service programs to build stronger relationships between student-athletes and the community.	
College of William and Mary Williamsburg, VA	Jul. 2021- May 2024
<i>Women's Basketball Student-Athlete</i>	
<ul style="list-style-type: none">• Coastal Athletic Association (CAA) Freshman of the Week• Coastal Athletic Association (CAA) All-Rookie Team• William and Mary Monroe Scholar• 2023 CAA Commissioner's Academic Honor Roll• 2022 VaSID Rookie of the Year• SAAC Team Representative	

EXPERIENCE & SPECIAL ACTIVITIES

Make A Play Foundation (MAP) – <i>Winter Fellow</i>	Jan. 2025 - Present
<ul style="list-style-type: none">• Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 50+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral, technical, and hybrid interview preparation.• Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.• Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company	
Maryland General Assembly – <i>Legislative Intern</i>	Dec. 2024 - Present
<ul style="list-style-type: none">• Conduct in-depth legislative research and analysis to support policy development and decision-making.• Assist in drafting, editing, and reviewing legislative documents, including bills and amendments.• Support Delegate Addison's initiatives by analyzing legislation impacting her district and assisting in community outreach efforts.	
Coppin Academy - <i>Dual Enrollment Ambassador Program Supervisor</i>	Sep. 2024 - Present
<ul style="list-style-type: none">• Support high school students transitioning into college by providing peer mentoring, academic planning, and campus resources.• Oversee the development and execution of programs that help students navigate their academic journey, offering guidance through orientation sessions, workshops, and one-on-one coaching to ensure their success.	
Ballin AI – <i>Legal Research/Operations Intern</i> Remote	Nov. 2023 - Present
<ul style="list-style-type: none">• Conduct legal research and analysis to support the development of AI-driven sports tech solutions.	

- Coordinate cross-functional communication between legal, marketing, and product development teams to align project goals.
- Conduct client intakes, identifying sensitive issues and ensuring complete disclosure.

Morgan Stanley – Firmwide Strategy Student Consultant | Remote

Jul. 2022 - Aug. 2022

- Created a multi-channel financial wellness program for MS’s Strategy & Operations team to enhance employee relationships post-COVID.
- Introduced several initiatives (i.e., digital financial portal) to assess & address the financial concerns of Black/Hispanic workers at the bank.
- Developed a 3-year action plan to reduce the % of Black/Hispanic workers worried about their financial futures from 61% to <50% by ‘25.
- Presented results to MS’s Strategy & Ops. team leveraging Pyramid & MECE principles to subdivide PowerPoint slides into small subsets.

COMMUNITY SERVICE/ CAMPUS INVOLVEMENT

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| <ul style="list-style-type: none"> • Salvation Army • House of Mercy • Elementary school volunteer reader | <ul style="list-style-type: none"> • The Arc of Williamsburg • Black Student Athlete Association Secretary • Phi Alpha Delta Vice President • William and Mary TRIBE Leadership Council |
|--|---|

DORRIAN J. MOULTRIE

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EDUCATION

Georgetown University – Washington, DC

GPA: 3.4/4.0

B.S. in Business Administration | Minor in Entrepreneurship |

Graduation: Dec 2022

- **Accomplishments:** Business Owner at Age 16; NCAA Division I Student-Athlete (Georgetown University Football Team); Patriot League Academic Honor Roll; JP Morgan Chase & Co. (MAP Early Education Series Participant); Deloitte US (MAP Entrepreneurial Leader)
- **Relevant Courses:** Accounting, Business Financial Management, Entrepreneurship, Marketing, Men, Women and Gender in the Workplace

Hampton University – Hampton, VA

GPA: 3.6/4.0

M.S. in Sports Administration & Human Resource Certificate

Graduation: Dec 2024

- **Accomplishments:** NCAA Division I Student-Athlete (Hampton University Football Team); Coastal Athletic Association Academic Honor Roll
- **Relevant Courses:** Advanced Marketing, Public Relations and New Media, Sports Law, Sports and Social Responsibility, Sports Finance

PROFESSIONAL EXPERIENCE

Aventi Enterprises – *Associate Consultant* | Remote

01/2024 – 12/2024

- Conducted comprehensive market research to identify growth opportunities and competitive positioning for small businesses
- Analyzed financial data to assess business performance and identify areas for cost reduction and revenue enhancement
- Developed customized business models and strategies tailored to the specific needs of small businesses
- Assisted in the creation and refinement of business plans to support funding and operational goals

JP Morgan Chase & Co – *MMBSI Summer Analyst* | Washington, DC

06/2022 – 08/2022

- Worked with mid-sized companies, municipalities, and not-for-profit entities across Healthcare, Higher Ed., Life Science & Tech
- Worked with bankers/product partners to provide a range of financing solutions & strategic advice for clients in diverse industries
- Championed a culture of innovation and a customer-centric mindset by staying up to date with industry trends and developments
- Learned about one of Commercial Banking's core businesses, while developing the technical skills to become a future banker

UBS Group AG (UBS) – *Inclusion, Innovation & Impact Student Analyst; Scrum Master* | Remote

02/2022 – 04/2022

- Created a business plan for a non-profit org. committed to uplifting the community and driving a more equitable economy through UBS
- Developed an executive summary, business description, market analysis, marketing & sales plan, operating plan, and financial projections
- Collected data & insights that helped inform and advance policy solutions that support the path toward racial and gender equity in the U.S.
- Pitched to representatives at UBS & PlayersTV leveraging Pyramid principles to subdivide the PowerPoint presentation into small buckets

DICK'S Sporting Goods – *Sales & Marketing Student Consultant* | Remote

12/2021 – 02/2022

- Created a B2C marketing campaign to promote DSG's products to female consumers and expand the company's female-focused initiatives
- Introduced several marketing initiatives (product assortment, in-store programs, donations) to expand women's offerings in-store and online
- Customized brand messages, sales product strategies, timelines, and engagement rate benchmarks to align with DSG's wholesale campaign
- Qualified future sales opportunities using the MEDDIC framework to understand each phase of the prospective buyer's purchasing process

LEADERSHIP & COMMUNITY DEVELOPMENT

Moultrie Brother's Mowing – *CEO/Founder* | Columbus, OH

03/2015 – Present

- Provide weekly maintenance to 50+ yards, including management of new client quotes, current client satisfaction & new client enrollment
- Manage accounts receivable to support proper billing & collection efforts of \$30,000+ per cutting season & maintain administrative records
- Provide thoughtful leadership that is inclusive, transparent & empowering, thus providing strategic guidance for the company & employees

BeGr3at Foundation – *COO/Co-Founder* | Columbus, OH

10/2024 – Present

- Created this organization to showcase and promote health and wellness in disadvantaged communities
- Planned and executed our first annual Moultrie Brothers' Football Camp & Community Day that served 100+ kids teaching them fundamentals of football in a family-friendly environment including minority small business vendors, food trucks, games, and music

Student-Athlete Advisory Committee – *Advisor* | Hampton, VA

08/2024 – Present

- Serve as a representative of the Hampton Football Team
- Collaborate with fellow student-athletes to help shape the future of programming at Hampton University Athletics through professional development, leadership, and innovation
- Planned and orchestrated a student-athlete talent show to increase community engagement and school spirit

Make A Play Foundation (MAP) – *D-League Fellow (Team Buzzer Beater)* | Remote

03/2021 – 04/2022

- Selected out of 400+ applicants to work on a case team with five other student-athletes, owning a distinct aspect of a project each month
- Managed a portfolio of complex initiatives with a scrum team of ~10 to consult 5 different minority-led startups within a calendar year
- Analyzed business challenges through systematic problem-solving frameworks (DMAIC, MECE, MEDDIC, PESTEL, SWOT, VUCA)

Deloitte US – *MAP Entrepreneurial Participant* | Remote

08/2021 – 12/2021

- Shadowed current Deloitte consultants to learn more about the consulting industry, individual roles & best practices for summer recruiting
- Developed business acumen through exposure to firm-wide functions including Customer & Marketing, Strategy & Human Capital Mgmt.
- Met with a Deloitte mentor twice a month to learn more about how Deloitte uses technology & creativity to elevate the human experience

ELENA K. LEAHY

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EDUCATION

Georgetown University – Washington, D.C.

GPA: 3.6/4.0

B.A. in English | Minor in Business

Anticipated Graduation: May 2025

- Accomplishments: Kelly's Kindness Scholarship Award 2021 Recipient, NFCCHA Division I National Academic Squad, Big East All-Academic Team
- Relevant Courses: Business Financial Management, Financial Accounting, Strategic Management, Foundations of Entrepreneurship, Management and Organizational Behavior, Marketing, Macroeconomics, Microeconomics

PROFESSIONAL EXPERIENCE

Georgetown University Field Hockey – *Captain, Athlete* | Washington, D.C.

08/2021-Present

- Selected by teammates and coaching staff to serve on the Leadership Committee to oversee and navigate through physical and mental challenges while upholding the team standards through individual and team accountability.
- Collaborate with 20+ teammates, coaches, and staff to problem solve and achieve goals most efficiently and effectively, resulting in an increased scholarship for 2023-24, and again for the 2024-25 school year.

Chilton Trust Company, N.A. – *Wealth Management Intern* | New York City, N.Y.

06/2024-08/2024

- Rotated through client and wealth advisory, fixed income, operations, legal, reporting, and external managers teams to gain full understanding of ins and outs of wealth management, improving relationships with HNW clients.
- Identified an offering gap in client services for those with special needs family members, created an educational presentation and made a directory with special needs trustees from all 50 states for immediate implementation and use.

Deloitte – *Student Athlete Leadership Experience* | Hybrid

05/2024-11/2024

- Selected to participate as an athlete in Student Athlete Leadership Experience sponsored by the Deloitte Foundation to develop leadership acumen and build relationships to articulate personal brand with 50 other highly accomplished female collegiate athletes.

Summer Salt – *Waitress, Hostess, Back Server* | Avalon, N.J.

06/2021-08/2022

- Exercised strong client-facing, customer relations, and direct marketing skills to convey the farm-to-table ambiance, coordinating with kitchen staff to support the owners in realizing their vision for an exceptional dining experience.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

01/2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral/technical/hybrid interview preparation.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Grassroots Health – *Coach* | Washington, D.C.

02/2022-Present

- Teach nutritional health through physical education curriculum at various inner-city middle schools, equipping the next generation with information necessary for their futures.

Run Your City DC – *Season Planning* | Washington, D.C.

01/2025-Present

- Coordinate with nearby facilities, schools, churches, and families to plan location, dates, and events for children living in urban areas to learn about healthy lifestyles and the accessibility of running with other student athletes across Washington, D.C.

Voice In Sport – *Team Representative* | Washington, D.C.

08/2024-06/2024

- Advocate for female-student athletes at Georgetown University and upholding Title IX practices within the university to address gaps between different programs, foster camaraderie among other student athletes, and build a sense of community within the athletic department.

Dream on Three – *Fundraising Committee* | Washington, D.C.

05/2022-05/2023

- Employed organizational skills to organize fundraising campaigns and raise over \$10k to finance a "Dream Day" for a child with a life-altering condition.

NON-TECHNICAL SKILLS & INTERESTS

- Skills and Language(s): Microsoft Office, Communication, Leadership
- Programs: Knopman Marks SIE Training Center
- Interests: Financial Advisory, Financial Research

ELLIE TYMOREK

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[LinkedIn](#) · [Portfolio](#)

EDUCATION

Dartmouth College, Hanover, NH **June 2025**
GPA 3.7/4.0
Bachelor of Arts: Major in Government modified with Economics; Minor in Spanish

Honors/Awards: Excellence in Rockefeller Management & Leadership Development Program, Citations for Academic Excellence in Family Matters: Pedro Almodóvar, Gender Reversals, & New Communities, and Dark Mirror: Detective Fiction

Tuck School of Business at Dartmouth, Hanover, NH **June 2023**
Tuck Business Bridge Program

Selected for a highly-competitive 3-week program taught by MBA faculty, providing an in-depth introduction to marketing, strategy, microeconomics, accounting, and finance. Performed a team-based valuation analysis of Six Flags, which included financial and strategic assessments, a DCF analysis, and a final presentation to industry executives and faculty.

Saint Andrew's School, Boca Raton, FL **May 2021**
GPA 4.5/4.0
Honors/Awards: Cum Laude, Pathfinder Award, Caldwell Award, Female Runner of the Year, State Champion

RELEVANT EXPERIENCE

AlphaSights, New York, NY **June–August 2024**
Summer Associate, Client Services

- Served as a key liaison between Fortune 500 investor clients and the world's leading business professionals, researching and balancing stakeholder needs to deliver fast-paced, effective results across 15+ projects per week across all global sectors
- Managed communications with 100+ industry experts weekly, strategically analyzing new industries and conducting thorough due diligence to identify and fill hedge funds' knowledge gaps and accelerate Capital Markets segment growth

Undergraduate Research Assistant, Hanover, NH **June–November 2023**
Tuck School of Business, Marketing

- Coded 700 transcribed chats along 8 relational dimensions to draw insights on improving customer service interactions
- Reviewed the latest marketing and psychological studies to directly inform a faculty project on self and external perceptions

Network for Women in Sports, Hanover, NH **March 2022–Present**
Executive on Marketing Team

- Plan and lead end-to-end programming of 9 events per year to help Dartmouth female athletes from 20 inter-collegiate teams leverage spaces in and out of sports through developing connections, leadership strengths, and professional skill sets
- Design and distribute weekly club promotional communications across digital platforms, increasing event attendance by 70%

Athleta, Portsmouth, NH **June 2022–Present**
Seasonal Brand Associate

- Support small team tailoring product recommendations to meet the needs of 100+ customers a day and foster store culture
- Increase card sign-ups by 10%, working 40 hours a week during the busiest seasons to reach and surpass monthly store goals

Voice In Sport, remote **June–December 2022**
Creator Intern: Marketing & Social, Partnerships & Community, Writing teams

- Collaborated with team of 6 interns 30+ hours per week to manage and produce video, written (5 articles), and graphic content across social media platforms (total organic reach of 46,000+ followers) for a rising digital platform for girls in sport
- Grew network of Experts, League Mentors, and Advocates by 40+ and led sales calls with Head of Partnerships to reach goal of expanding the community from 3k to 10k athlete sign-ups over 5 months, directly under the Founder & CEO

LEADERSHIP & ACTIVITIES

Dartmouth Women's Cross-Country and Track & Field, Hanover, NH **August 2021–Present**
Varsity Team Member, Distance

- Dedicate 30+ hours per week to practices, strength training, team meetings, and year-round competition over three seasons
- Earned NCAA D1 Cross-Country Athlete of the Week 2023, Most Outstanding First Year 2020, All New England 2020

Women in Business, Hanover, NH **September 2021–Present**
Associate, Treasurer, Freshman Outreach Chair

- Develop opportunities for fostering community, mentorship, and exposure to the business world as an executive of a 50-person organization, distributing a \$10,000 budget to design workshops, community and skill-building events

Tamid, Hanover, NH **September 2022–Present**
30 person campus-wide consulting organization

- Perform deep analysis of Israeli start-ups across different industries for 2+ hours per week in teams of 4, applying industry and consumer research, business trends, and creative problem-solving, then create DCF modeling and present findings

SKILLS & INTERESTS

Technical: STATA, Python, Excel, PowerPoint

Languages: Spanish (Conversational)

Additional Interests: Virtual tutor through GoPeer, APhi, former Ben & Jerry's Head Scooper, enjoys the beach, baking, & music

ISAIAH D. BENNETT

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EDUCATION

Queens University of Charlotte – Charlotte, NC

Graduated 05/2024

B.A., Psychology (Varsity Baseball Team)

University of North Carolina at Chapel Hill – Chapel Hill, NC

B.A., Psychology (Varsity Baseball Team - Drafted by San Diego Padres in 36th round of 2019 MLB Draft)

EXPERIENCE

Tepper Sports and Entertainment – Charlotte, NC

07/2024 – Current

Associate Sports Fellow

- Curated and project managed the Charlotte Football Club's "Heartbeat of the Crown" marketing campaign, resulting in over 12 pieces of video content featuring eternal partners, resulting in a 10% increase in client satisfaction for key partners
- Collaborated with Carolina Panthers players to develop and implement innovative marketing techniques during practice and game day operations, enhancing fan engagement and player brand visibility
- Spearheaded the branding and experiences work stream for the debut of Bank of America's on-field suite in collaboration with over a dozen C-Suite executive level external clients while simultaneously managing and exceeding renewal quotas for 25 clients by 15%
- Contributed to over 30 seamless game-day experiences in partnership with the Director of Hospitality by managing event logistics, guest services, and game-day marketing integration
- Coordinated international travel arrangements for 200+ staff and players attending the NFL International Game in Germany

Knothole Foundation – Charlotte, NC

06/2023 – 08/2023

Player Development & Youth Intern

- Organized inaugural foundation HBCU high school showcase by hosting 100+ underrepresented high school baseball players and 15+ HBCU baseball coaching staffs
- Communicated with players to provide constructive feedback and guidance, resulting in improved performance with a 15% increase in scholarship offers
- Developed and implemented player development plans, focused on individual strengths and weaknesses to optimize potential
- Coordinated logistics and event marketing activations, contributed to 15% increase in attendance compared to previous years

Major League Soccer (MLS) – Remote

04/2023 – 06/2023

Marketing Student Consultant

- Customized a marketing strategy for MLS's ADVANCE initiative by utilizing the "Hook Model" & its four-phase process (trigger, action, variable reward, investment) to help MLS increase the % of URM candidates that secure full-time jobs in sports from 42% to 60% by 2026
- Designed a buyer persona to represent the ideal target market for this marketing initiative BIPOC professionals with athletic backgrounds — collecting research on personal information & common challenges to provide a clear image of the steps required to attract top candidates
- Built CRM model using "IDIC" guidelines that allowed my 6-person scrum team to identify, differentiate, interact & customize engagement opportunities with potential ADVANCE candidates through multiple verticals (i.e., categorization, market research, surveys)
- Owned strategic tasks including: Buyer Persona, IDIC Model of CRM, and The Hook Model of Behavioral Design

Amazon – Miami, FL

06/2021 – 06/2022

Human Resource Strategist

- Developed and implemented comprehensive people strategy to attract, hire, and retain diverse talent, aligning with organizational goals
- Led talent acquisition initiatives (sourcing, screening, and interviewing) to build inclusive and high-performing teams
- Developed and facilitated training programs that equip employees with the knowledge and skills to create a more inclusive and equitable work environment for all

EXTRACURRICULAR

Two Six Project – Fayetteville, NC

12/2020 – Present

Co-Founder

- Coordinated marketing partnerships and grants of \$500,000 with companies (Nike, Google, and Wells Fargo) over 5 years
- Managed the integrated marketing strategy and content creation for our MLB, NFL, and NBA partnership activations for over 100 under resourced youth in North Carolina
- Owned annual Christmas giveback, hosted 2,000+ people annually, donated \$50,000 in free toys, winter clothing, and food

EXPERTISE

- Skills: Data Analysis, Business Strategy, Brand Management, Growth Marketing, Organization Problem Solving, Product Strategy, Project Management, Presentation
- Certifications: Google Digital Marketing & E-commerce Professional and Inclusive Leadership Pro Sports Assembly

EDUCATION

Yale University – City, State

GPA: 2.74/4.0

B.A. in Molecular, Cellular, Developmental | Graduation Year: 2024

- Accomplishments: 2x Ivy League Champion
- Relevant Courses: Introductory Microeconomics, introductory Macroeconomics

PROFESSIONAL EXPERIENCE

Chesapeake Bay ENT – COVID Sample Transporter | Virginia Beach, Virginia 05/2020 – 08/2020

- Managed the collection of, and drove, COVID test samples an hour and a half to Richmond, Virginia and back each day to help support the Chesapeake Bay ENT medical practice during the height of the COVID-19 Pandemic. This enabled this medical practice to stay open and safely continue to see patients

Sentara Norfolk General – Administrative Intern | Norfolk, Virginia 06/2022 – 07/2022

- I worked in the administrative department of the largest hospital in Norfolk, Virginia.

Atlantic Orthopedics – Medical Scribe | Virginia Beach, Virginia 06/2023 – 07/2023

- I worked as a medical scribe for an orthopedic surgeon. We saw and interacted with patients daily.

Altmeyer House – Landscaper | Virginia Beach, Virginia 06/2023 – 07/2023

- I performed various landscaping activities for a senior citizen who was not able to perform them himself.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – Winter Fellow (Phase 1) | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Autism Health and Fitness Center – Volunteer | Orange, Connecticut February/2024 – December/2024

- Volunteered at a gym aimed at interacting with young children who had been diagnosed with varying severities of Autism Spectrum Disorder. This, again, gave me the opportunity to experience different kinds of people, gave these children meaningful interactions, and helped out parents who were in need of a night/afternoon off from being full-time parents.

ADDITIONAL SKILLS

- Skills and Language(s): Group Work, Leadership, Public Speaking, working with my hands
- Programs: Black Student Athlete Coalition (BSAC)
- Interests:

JASON M. GRIMES

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EDUCATION

Augustana College – Rock Island, IL

Graduated: August 2024

B.A. in Economics | Minor in Political Science

- Accomplishments: NCAA Division III Student-Athlete (Augustana College Varsity Team)
- Relevant Coursework: Applied Business Statistics, Market Analysis, Mathematical Methods in Economics, Micro and Macroeconomics, Money and Banking

University of Mount Union – Alliance, OH

Anticipated Graduation: December 2025

Master of Business Administration | Data Analytics

GPA: 4.0/4.0

- Accomplishments: NCAA Division III Student-Athlete (University of Mount Union Varsity Team)
- Relevant Coursework: Business Analytics and Intel, Financial Management, Managerial Economics, Quantitative Analysis

PROFESSIONAL EXPERIENCE

Modern Woodmen of America – *Financial Representative Intern* | Davenport, IA

03/2023 – 06/2023

- Fraternal financial company that works to improve quality of life for members and the communities where they live, through financial guidance and volunteer activities
- Performed quantitative analysis to enhance investment and management of a \$10 mm portfolio, determining optimal pricing for life insurance or annuities based on risk factors
- Participated in due diligence meetings with prospective clients, helping to assess financial goals and investment preferences
- Collaborated with senior financial representatives to design tailored investment solutions, ensuring client portfolios aligned with long-term financial goals

Caffé Milano – *Food Runner* | Naples, FL

05/2021 – 08/2021

- Provided a high level of customer service to each customer, contributing to their dining experience
- Assisted dining and kitchen area with supply needs, rotating and restocking items
- Communicated food orders to chefs, paying attention to special requests regarding food allergies

BRK Pizza – *Crew Member* | Naples, FL

06/2019 – 03/2020

- Collaborated with team members to make pizzas and salads while also learning, organizing, and tracking appropriate food materials
- Cooperated to meet customers' needs and create a clean, lively environment for the guest's ultimate enjoyment
- Reinforced the staff's efficiency, productivity and focused through cooperation to meet the restaurant's standards

SKILLS

- **Advanced PowerPoint:** experience using advanced consulting frameworks (MECE, Pyramid Principle) to design multiple business presentations
- **Scrum Methodology:** worked in sprints to coordinate project activities and track goals, milestones, and OKRs
- **IC Agile Training:** used agile fundamentals to lead a scrum team of ~10 using the cloud service, Air Table
- **Project Management Professional (PMP) Training:** initiated, planned, executed, monitored & closed a project
- **Communication:** excellent verbal/written communication; experienced in making quick and decisive decisions in high-paced environments
- **Analytical Communication:** used regression analysis to determine returns of S&P 500 companies using quarterly data

LEADERSHIP & PROFESSIONAL DEVELOPMENT

Make A Play Foundation (MAP) – *Winter X Games Fellow* | Remote

02/2025 – Present

- Selected out of 400+ applicants to work on a case team with five other student-athletes, owning a distinct aspect of a project each month
- Managed a portfolio of complex initiatives with a scrum team of ~10 to consult 5 different minority-led startups within a calendar year
- Analyzed business challenges through systematic problem-solving frameworks (DMAIC, MECE, MEDDIC, PESTEL, SWOT, VUCA)
- Presented final results to MAP's senior leadership team and implemented recommendations using both qualitative and quantitative methods

University of Mount Union Varsity Football Team – *Quarterback*

08/2024 – Present

- Devoted 25+ hours a week to: practice/training, film sessions, individual and team meetings, games, and travel
- Develop a results-oriented focus & skills in: communication, critical thinking, accountability, resiliency, teamwork, and time management

Augustana College Varsity Football Team – *Quarterback*

08/2020 – 11/2023

- Devoted 30+ hours a week to: practice/training, film sessions, individual and team meetings, games, travel, and community service

JESUS A. TADEO PINEDA

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EDUCATION

Washington University in St. Louis, Olin Business School– St. Louis, MO

Anticipated Graduation: May 2025

Master of Science in Finance, MSF

- **Relevant Courses:** Private Equity Methods, Investment Theory, Business Analysis using Financial Statements, Research Methods in Finance, Advanced Corporate Finance-Valuations, Options and Futures, Investment Praxis, Real Estate Finance, CFAR Practicum, Fixed Income Securities

Rhodes College - Memphis, TN

Graduation: May 2024

- **Relevant Courses:** Micro and Macroeconomics, Financial and Cost Accounting, Applied Calculus, Marketing Management, Management of Organizations, Statistical Analysis, Marketing Analytics, Corporate Financial Management, Cases in Managerial Finance

Skills: PowerBI, Microsoft Office (Excel, Word, PowerPoint, Outlook), Worldox, eMoney, Tamarac, MoneyguidePro, nCIno, Spanish (fluent), French (proficient)

PROFESSIONAL EXPERIENCE

Ameris Bank – *Credit Analyst* | Atlanta, GA

05/2024 – 08/2024

Largest Headquartered bank in Atlanta, GA with over \$25 billion in assets

- Submitted accurate annual reviews from a \$1.2 billion real estate portfolio including retail, industrial, and multi-family loans
- Created and presented credit packages to senior bankers about ongoing deals, including risk sensitized cashflow analysis
- Projected future cash flows, developed adjusted cash flows, performed sensitivity analysis, and compiled financial packages
- Met with bank executives on a weekly basis to talk about the banking industry, their role, and their background
- Provided summary analysis for senior bankers on CRE trends using relevant articles
- Obtained Shockproof! Certification by passing the Commercial Credit Education Course

Modera Wealth Management – *Financial Planning Intern* | Atlanta, GA

05/2023 – 08/2023

Fee-based wealth management and financial planning firm with thirteen locations along the east coast managing diverse portfolios and billions of dollars in assets

- Worked under Financial Advisors, Senior Planning Associates, and Wealth Managers
- Attended in-person and remote client meetings and Created presentations and spreadsheets for meetings
- Worked with software such as Worldox, eMoney, Tamarac, and MoneyguidePro
- Gained knowledge of the Financial Planning industry and developed wealth management skills

Norfolk Southern Corp. – *Market Analyst Intern* | Atlanta, GA

05/2022 – 08/2022

One of the nation's premier transportation companies operating 19,420 route miles in 22 eastern states

- Worked under Market and Group Managers in Industrial Products Department
- Assisted department members in developing and analyzing routes and rates, developing analytical skills
- Participated in team presentations, attended field sales calls, and created spreadsheets for group managers

United Distributors Inc. – *Sales Intern* | Atlanta, GA

05/2021 – 08/2021

Largest Atlanta-based beverage distributor servicing major supermarkets and department stores

- Worked on the distribution team servicing Publix, Kroger, Target, and Walmart
- Established relationships with company salesmen and district managers
- Served as the point of contact for grocery store managers and other employees
- Helped distribute over \$1,000,000 worth of product beverages

LEADERSHIP & COMMUNITY DEVELOPMENT

Washington University in St. Louis NCAA Men's Varsity Soccer – *Graduate Transfer* | St. Louis, MO

08/2024 – 05/2025

- Helped lead the team to a 8-5-3 season after a having a losing record the previous year

Rhodes College NCAA Men's Varsity Soccer – *Captain* | Memphis, TN

08/2020 – 05/2024

- 3-year 1st All-Conference and 3 year team leader in Goals and Assists
- 2022 Team MVP, 2022 2nd Team All-Region Team, 2023 1st Team All-Region Team
- 2022 and 2023 All Conference Academic Honor Roll

Kappa Sigma Fraternity Phi Chapter – *Social Chair and Event Planner* | Memphis, TN

08/2021– 12/2022

- Worked with other social chairs on planning fraternity events
- Helped manage the organization's budget

Los Niños Primero – *Volunteer* | Atlanta, GA

06/2017,2018 – 07/2017,2018

Summer academic program having serviced over 5,300 children in Metro Atlanta.

- Helped Latino children prepare for primary education
- Organized special events on campus and led fundraising efforts for the organization
- Combined 200+ hours of volunteer work

NON-TECHNICAL SKILLS & INTERESTS

- **Interests:** Sports and Media, Music, Fitness and Nutrition,
- **Fun Fact:** Dj and produce music
- **Biggest Sports Lesson:** Nothing can be achieved without hard work and most importantly discipline

JORDAN E. HILL-COGILL

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EDUCATION

Columbia University – New York City, New York **GPA: 3.32/4.0**
B.A. in Sustainable Development | Minor in Environmental Science | Graduation Year: 2025

- Accomplishments: Columbia Athletics Dean's List Fall 2021/Spring 2022 & Fall 2023/Spring 2024
- Relevant Courses: Environmental Data Analysis, Big Data with Python, Climate Change Adaptation, Sustainability Management, Climate/Life/Solid Earth Systems, Undergraduate Thesis

PROFESSIONAL EXPERIENCE

Columbia University Athletics – *Ticketing Operations Student Employee* | New York City, NY **08/2023 – Present**

- Managed a will-call window, gave out previously purchased tickets and passes, answered ticketing questions, and troubleshooted technical issues to help customers enjoy the athletic event.
- Managed ticketing areas of athletic games to help create a seamless experience for the guests.
- Worked in the office in Excel to evaluate the ticket traffic for the general population and specific discounted groups and interpreted the sales performance for these groups to uncover key insights that informed business decisions.

Pinnacle Peak Steakhouse – *Hostess/Barback* | San Dimas, CA **05/2022 – Present**

- Greeted and seated guests in a fast-paced environment, managing waitlists and ensuring smooth guest flow.
- Assisted bartenders by restocking supplies, maintaining a clean bar area, and ensuring quick service during high-volume and holiday hours.

Columbia University Athletics – *Event Staff* | New York City, NY **08/2021 – 08/2023**

- Assisted with event setup, guest registration, and crowd management for athletic events to improve attendee satisfaction with timely support and problem-solving.

Private Softball Instructor – *Pitching Coach* | Rancho Cucamonga, CA **05/2021 – 08/2024**

- Coached individual softball pitchers from ages 8-18 on technique, mechanics, and mental strategies, tailoring lessons to each athlete's needs, to improve their mental and physical game.

LEADERSHIP & COMMUNITY DEVELOPMENT

Columbia University Athletics Ticketing Office – *Student Manager* | New York City, NY **09/2024 – Present**

- Managed ticket sales and event entry for athletic events, supervised a team of 10 student workers, and answered any questions to create a seamless experience for the customers.

Columbia University – *New Student Orientation Leader* | New York City, NY **07/2024 – 09/2024**

- Led a small group of 15 incoming students through orientation activities, on campus and around New York City, which fostered a welcoming environment and helped the students transition to college life in the city.

San Dimas High School – *Softball Team Captain* | San Dimas, CA **09/2020 - 06/2021**

- Led a team of 20+ athletes, fostering a positive and competitive team culture. Organized team-building activities and practice times, improving team cohesion and leading the team to the CIF DII Semi-Finals.

Toys of Tots – *Volunteer* | Los Angeles, CA **12/2018**

- Collaborated with a team of US Marines volunteers to raise money and to collect and deliver toys, books, and games to children in need for Christmas. Successfully led a group of volunteers to take roughly 200 children around the warehouse to find them suitable toys and games.

ADDITIONAL SKILLS

- Skills: Data Analysis, Leadership, Team Management, Conflict Resolution, Customer Service, Communication, Content Creation, Problem-Solving, Adaptability
- Language(s): English (Fluent), Spanish (Conversational)
- Programs: Python, GIS, R & R Studio, Microsoft Office Suite (Word, Excel, PowerPoint)
- Interests: Reading, working out, hiking, going to the beach, cooking, dancing

Joshua Shane Exantus

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EDUCATION

College of the Holy Cross- Worcester, MA

GPA: 3.0/4.0

B.A in, Economics | Minor in Statistics

Anticipated Graduation: May 2025

- **Relevant Courses:** Monetary Policy, Econometrics, Probability Theory, Multi-Variable Calculus, Data Analytics, Quantitative Microeconomics

WORK EXPERIENCE

Resident Assistant, College of the Holy Cross, Worcester MA

August 2022-Present

- Manage the health and well-being of over 75 students in the residence hall
- Supervise residence hall on a weekly basis to ensure student safety
- Host hall-wide social events to encourage student engagement in the school-wide community
- Participate in hall management meetings
- Conduct nightly rounds to maintain the safety of over 500 residents

Summer Analyst, SCS Financial, Boston MA

June 2023-August 2023

- Interned with the Investment Team during a 9-week rotation in Public Equities, Portfolio Advisory, and Private Investments
- Assessed the quality of managers through due diligence via quarterly calls, financial statements, and market research
- Researched Visa, Danaher Corp, and Nvidia to provide recommendations to the senior management of the team
- Evaluated Cash Flow Statements, Financial Models, and client portfolios to provide support for the Investment Team
- Collaborated with other interns on a 9-week private investment project to aggregate data on private investment deals

Internal Sales Intern, Franklin Templeton, Boston, MA.

June 2024-August 2024

- Participated in a 9-week training program covering Franklin Templeton investment management capabilities and products
- Received high-level training on financial products such as mutual funds, ETFs, and other investment vehicles, along with their roles in client portfolios
- Worked closely with senior sales executives to gain insights into high-level sales strategies and relationship management within the financial services industry
- Shadowed a full-time Internal Sales Associate, sitting in on calls with financial advisors to observe client relationship management and product positioning
- Delivered a final pitch on the Putnam Core Equity Fund to senior leadership, walking through the fund's people, process, and positioning

Leadership & Community Development

Captain, Division I NCAA Men's Track & Field, College of the Holy Cross

August 2021-Present

- On 4x100 team that placed 4th at Patriot League Championships
- Finished 4th overall in the Men's 60-meter hurdles at Brown Alden Invitational
- Ranked 256th among all hurdlers in collegiate athletics

Member, Sales Club, College of the Holy Cross

September 2021-Present

- Participate in General Member meetings to discuss recent news and collaborate on sales pitches

Member, Caribbean and African Student Assemblage, College of the Holy Cross

September 2021-Present

- Attend monthly meetings as well as events that shed light on Caribbean and African Culture

Member, Black Student Union, College of the Holy Cross

September 2021-Present

- Engage in monthly meetings to discuss recent news articles as well as the advancement of minority students at the college

Additional Skills

Harvard University: Weekend Business Academy

January 2021

Computer: Microsoft Office Suite, Bloomberg

Language: Conversational Haitian Creole

Golf, Track & Field, Aviation

KATHERINE L. MCGEE

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EDUCATION

University of Virginia – Charlottesville, VA

GPA: 3.5/4.0

B.A. in Applied Statistics

Anticipated Graduation: 2025

- **Accomplishments:** ACC All-Academic Honor Roll 2022, 2023, 2024
- **Relevant Courses:** Machine Learning, Applied Analytics for Business, Mathematical Statistics, Foundations of Probability, Data Analytics with Python, Data Analytics with R, Principles of Microeconomics, Principles of Macroeconomics
- **CEO Academy:** A highly selective program in partnership with UVA Athletics and the McIntire School of Commerce. Equips student-athletes with a strong foundation in business principles such as accounting, finance, marketing, and strategic management.

PROFESSIONAL EXPERIENCE

University of Virginia Women's Rowing Team – *Division 1 Student-Athlete* | Charlottesville, VA

August 2021 – Present

- Balanced a full academic course load with 30+ hours of weekly training, consistently maintaining high academic performance while competing at the elite NCAA Division 1 level, showcasing time management
- Contributed to back-to-back ACC Rowing Championship titles (2022 & 2023) and secured Top 10 finishes at NCAA Championships (2022, 2023, 2024), significantly boosting the team's national ranking
- Represented the UVA Women's Rowing Team in recruiting efforts, hosting prospective student-athletes, and serving as the team's liaison, attracting top-tier talent from across the U.S. to the program

MLB On Deck Program – *Participant* | Charlottesville, VA

December 2024 - Present

- Developed a comprehensive skill set by engaging in immersive training across the entire sales cycle, enhancing expertise in product knowledge, sales strategies, and client relationship management
- Collaborated with industry professionals, including MLB executives and club instructors gaining insights into advanced sales tactics and building a network of key contacts within the MLB industry
- Contributed to a group project evaluated by MLB executives, presenting key findings and recommendations, resulting in positive feedback and increased visibility within the program

Nothing Special – *Sales Intern* | Cincinnati, OH

May 2024 – August 2024

- Promoted and sold the Nothing Special Kava beverage, increasing brand awareness and contributing to a 15% growth in product sales during the internship period
- Developed sales strategies and managed customer relationships, improving client engagement and retention while gaining valuable experience in market segmentation and customer targeting
- Conducted market research to identify new sales opportunities, resulting in the identification of 5 key potential markets for future growth

Charlottesville Tom Sox – *Data Analyst* | Charlottesville, VA

May 2023 – August 2023

- Selected from a competitive pool of candidates for a data analyst role, leveraging advanced Excel skills and data visualization tools to provide actionable insights into Division 1 baseball player performance
- Collected and analyzed player data using Excel functionalities like Macros, VLOOKUPS, and pivot tables, delivering in-depth reports
- Developed visual data presentations using leading technologies enhancing team leadership's decision-making process by providing clear performance insights on key player trends

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral/technical/hybrid interview preparation.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Phi Chi Theta – *Executive Board Member* | Charlottesville, VA

September 2022 – Present

- Co-founded a UVA business fraternity for student-athletes, providing a platform for members to stay updated on the latest business trends and technologies while expanding networking opportunities
- Lead the Digital Marketing Committee, managing the fraternity's online presence across Instagram, Twitter, and other platforms, increasing social media engagement by 25% over 6 months

Athletes Committed to Education – *Volunteer* | Charlottesville, VA

January 2021 – Present

- Visit local elementary schools bi-weekly, to tutor and mentor students, collaborating with teachers to support academic development
- Engage with students during after-school programs, fostering a positive learning environment and enhancing their educational experience through structured activities, contributing to improved student engagement and behavior

Relay Row for Women – *Participant* | Twitchell Lake, NY

June 2021 – September 2021

- Completed a 12-hour consecutive rowing event to support the Adirondack Chapter of the Zonta Club, raising awareness and funds for their mission to empower women in the Adirondack Park
- Raised nearly \$10,000 for the Zonta Club, directly contributing to their programs and initiatives on improving the lives of women in the Adirondack region

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** Time Management, Teamwork, Problem Solving, Critical Thinking, English (Fluent), Spanish (Intermediate)
- **Programs:** Microsoft Excel, Tableau, SQL, Python, R Studio, GitHub
- **Interests:** Live Music, Sports & Fitness, Puzzles, Dog Walking, Sudoku

KAYLA PARSONS

Livingston, New Jersey | (973) 810-8214 | kayla.parsons@yale.edu | kaylaparsons140@gmail.com

EDUCATION

Yale University, New Haven, CT

December 2024

BA in History of Science and History of Medicine and Public Health, GPA: 3.7/4.0, Major GPA: 3.8/4.0

WORK EXPERIENCE

Cognizant, *Medical Affairs Intern*, Bridgewater, NJ

May 2024-August 2024

Shared Investigator Platform

- Contributed to the development of the Shared Investigator Platform (SIP) that works to standardize clinical trials by connecting over 300,000 users with sponsors, sites, and technology providers
- Conducted a comprehensive financial analysis and market evaluation for more than ten of SIP's competitors, focusing on updating AI tools and utilizing research platforms to inform strategic planning and investment decisions
- Performed industry analyses to identify trends within the life sciences sector, providing insights into projections and market developments for SIP

Pharos Global Health, *Intern*, Boston, MA

January 2024-March 2024

Ethiopia Hospital Project

- Contributed to the development of a Public-Private Partnership (PPP) model with a hospital in Ethiopia, critically evaluating its financial viability and potential returns
- Assisted five senior consultants and two advisors in analyzing eight PPP hospitals in Ethiopia, uncovering successful transition strategies from private to public ownership to address revenue model failures and guide the stabilization of the target hospital

Yale Breast Oncology Department, *Research Intern*, New Haven, CT

May 2023-January 2024

- Contributed to a retrospective analysis that determined semaglutide and tirzepatide achieved a mean maximal weight loss of 19.5 lbs with no statistically significant effect on cancer recurrence among 7149 patients with stage I-III breast cancer
- First authored a literature review on the emerging role of GLP-1 agents in managing weight loss for breast cancer patients, identifying significant potential for improved patient outcomes

Haven Free Clinic, *Volunteer*, New Haven, CT

May 2023-September 2024

- Created long-term healthcare plans for 300 uninsured adults in New Haven by collaborating with interpreters to help patients in applying for financial and social applications
- Facilitated a Care Message System to streamline workflow and set up a communication platform for patients, providing access to resources and future appointments from a single location

LEADERSHIP EXPERIENCE

Hypertension Awareness Prevention Program at Yale, *Shift Leader*, New Haven, CT

January 2022-Present

- Conduct blood pressure screenings in the New Haven community and connect members with clinical advisors from Yale and partner health professionals
- Contribute to establishing a cost-effective, long-term community initiative promoting self-management behaviors

Yale Women's Varsity Soccer, *Member*, New Haven, CT

June 2020-November 2024

- Effectively managed communication among team members and coaching staff and directly resolve intra-team conflicts
- Served as a leader and motivator within the team to collaboratively accomplish goals in the Ivy League Conference

SKILLS

- *Language and Skills*: Market analysis, Data analysis, Microsoft Office Suite, Mac OSX, Spanish (intermediate)

KENNA L.M. HIGA

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EDUCATION

Howard University – Washington, D.C.

GPA: 4.0/4.0

B.A. in Business Management

Anticipated Graduation: Spring 2025

- Accomplishments: NCAA Division 1 Athlete (Softball), 2022 MEAC Rookie of the Year, 2022 & 2023 MEAC All-Conference First Team, 2022 NFCA All-American Scholar Athlete, 2023 Norfolk State University Female-Scholar Athlete of the Year
- Relevant Courses: 5 Phases of Project Management; Agile Framework; Creating Business Presentations 101; Scrum

PROFESSIONAL EXPERIENCE

Office of U.S. Senator Mazie K. Hirono – Intern | Washington, D.C.

05/2024 – 07/2024

- Corresponded between constituents and the Senator by logging and sorting thousands of emails, phone calls, and mail, and wrote response letters to specific issues, highlighting what issues the Senator should pay attention to
- Reported to the Senator's staff on four committee hearings and organization briefings by writing memos containing the discussed information, and completed research to support bills, keeping the office updated on important issues
- Entertained constituents visiting the office, led tours of 10+ people to the U.S. Capitol, and assisted in Hawaii on the Hill, leading to an insightful experience and connections with people from all over Hawaii

Fabletics - International Marketplace – Sales Associate | Honolulu, HI

12/2023 – Present

- Adapted to a quick onboarding process, studied the company's specific way of interacting with customers, and became well acquainted with the products, resulting in earning 49% over the sales goal for the week
- Listened to coworkers' sales pitches and practiced improving mine, added clothing suggestions based on the customer's interest, and identified the strongest way to sign up new members, leading to 12 member signups in 1 shift
- Collaborated with coworkers on the sales goal and products we're trying to move, and helped with the flow of customers, allowing us to clear out back stock and put the new products on the floor in one shift

UBS – Incoming Wealth Management Student Analyst | New York, NY (Remote)

01/2024 – 04/2024

- Introduced a marketing strategy with an all-female team to UBS for Women's History Month 2024, helping to scale women's control of the U.S. wealth market from \$10T in 2020 to \$30T by 2030 (~300%) & highlight women's collective spending power
- Presented a 12-page slide deck to UBS's Wealth Management Team, applying the Pyramid Principle to consolidate the slides into a cohesive document, the top conclusions were presented first, followed by supporting arguments/data/facts

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – Winter Fellow (Phase 1) | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral/technical/hybrid interview preparation.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Papakū no Kameha'ikana (Foundation for the Multitudes of Descendants) – Transcriber/Technical Support | Honolulu, HI

06/2024 – Present

- Translated the Hawaiian words in the 20+ webinars hosted, transcribed the entire Zoom session, and clarified any typing issues on the script, ending in us completing a grant with a master book on hula (Hawaiian dance)
- Volunteered at Hawaiian organizations for community service, introduced the speakers for the week, learned more about the Hawaiian community and culture as well as experience from masters
- Monitored the different 3 + streaming platforms for the webinars (Facebook live, etc.), relayed any questions the viewers had, made sure the questions were asked and answered by the hosts, received good compliments on the webinars

Hawai'i Kai Church AWANA – Leader-In-Training (LIT) | Honolulu, HI

08/2016

– 05/2017

- Interacted with 20+ preschoolers before church started by playing different games with the children, helped the students learn bible verses, and prepared and served snack time, had fun Friday nights with the word of God
- Led 15+ puppet story times, team blue on the game circle, and the line whenever leaving the classroom, kept the children safe and organized while traveling, and played a great leading puppet
- Taught the children in the blue team the weekly bible verses, made it fun to take in the word of God to easily understand it, helping lead the blue team to finish all the verses by the end of the year

NON-TECHNICAL SKILLS & INTERESTS

- Interests: Surfing, singing, traveling, and volunteering in Native Hawaiian organizations/communities.

LAILA A. BOOKER

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EDUCATION

Yale University – New Haven, Connecticut

GPA: 3.2/4.0

B.A. in Engineering Sciences (Environmental) | Minor in Energy Studies | ACT/SAT: 1370

Graduation: December 2024

- **Relevant Courses:** Data Exploration and Analysis, Multivariable Calculus for Engineers, Game Theory, Renewable Energy, Fundamentals of Green Chemistry and Green Engineering, Biochemistry and Biophysics, Physics, Chemistry

University of Georgia – Athens, Georgia

M.S. in Business Analytics

Anticipated Graduation: May 2026

- **Accomplishments:** Earned a full scholarship as a recruited athlete to participate on the Women's Soccer Team

PROFESSIONAL EXPERIENCE

Citibank – *US Personal Banking Summer Analyst* | New York, New York

June 2024 - August 2024

- Lead market and consumer research, overcame data gaps, and developed AI service via Citi Financial Pathways, delivering final recommendations to senior management, exceeding project expectations
- Increased business accessibility of exam progress in sharepoint remediation project through audit inventory integration
- Participated in the Black Heritage Network to meet senior executives and colleagues throughout the bank and learn more about the functions of various positions

GenNx360 and **Portforlia's Rising America Fund** – *Analyst* | Potomac, Maryland

January 2021 - June 2021

- Supported the managing partner of GenNx360 and investment lead of Rising America Fund, Daphne Dufresne
- Performed due diligence to evaluate company financials, management, and future viability, identifying growth opportunities and risks, ensuring client engagement aligned with strategic objectives
- Conducted market research, consult with team members on projects to discuss future opportunities, and present findings to team leaders

Capitol Rehab – *Marketing and Brand Manager (Remote); Front Desk* | Arlington, Virginia

May 2020 - September 2023

- Analyzed competitors and built unique brand awareness for Capitol Cool, targeting consumers through social media strategies and delivering data-driven solutions to enhance market presence
- Responsible for new patient intake, collections, and scheduling for 3 doctors and 5 therapists

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 50+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral/technical/hybrid interview preparation.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Yale Women's Soccer – *Leadership Council Member* | New Haven, Connecticut

August 2020 - November 2024

- All-Ivy League Distinction, First Team 2022 and Second Team 2023 and 2024; All Region Second Team 2024 and Third Team 2023
- Elected team leader, mentored underclassmen, fostered collaboration between players and coaches, and motivated participation to achieve team goals and enhance cohesion

Delta Sigma Theta Sorority, Inc., Pi Alpha Chapter – *National Convention Delegate* | New Haven, Connecticut

April 2023 - December 2024

- Chaired Programming, Planning, and Development, Internal Audit, and Social Media to execute chapter programs, strategize increased visibility, and oversee financial and operational processes, driving organizational growth and engagement
- Attended the 2023 National Convention as a voting delegate, representing the chapter through discussions, voting on key decisions, and networking to advocate for chapter interests and align with national initiatives

Black Student Athlete Coalition – *Co-Founder, Head of Events* | New Haven, Connecticut

August 2023 - December 2024

- Organized events promoting the Black student-athlete community, leading volunteer initiatives and curated experiences to enhance visibility and foster unity

Ivy League Women's Soccer Justice Coalition – *Civic Engagement Coordinator* | New Haven, Connecticut

January 2022 - December 2024

- Facilitated civic engagement initiatives as Yale Women's Soccer Coordinator, collaborating with Ivy League DEI representatives to organize team-focused activities and advocacy programs

Yale Bulldogs for Change – *Executive Board Member* | New Haven, Connecticut

August 2022 - May 2023

- Led student-athlete affinity groups, facilitating meetings and planning programs to enhance the student-athlete experience

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** Python and R programming
- **Interests:** National Society of Engineers, Sustainability

Lucas K. Seyoum

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EDUCATION

State University of New York at New Paltz, New Paltz, NY

GPA: 3.0/4.0

B.A. in Electrical Engineering Graduation Year: 2024 Current MBA Candidate at SUNY New Paltz

- SUNY New Paltz Science & Engineering Dean's List (Spring 2021)

PROFESSIONAL EXPERIENCE

Wolfspeed – *Process Engineering Intern* | Utica, NY

05/2023 – 08/2024

- Spearheaded process improvement projects to boost semiconductor production efficiency, achieving a possible increase in throughput by optimizing workflows and equipment utilization.
- Collaborated with cross-functional engineering teams to enhance lithography systems, and reducing defect rates
- Acquired technical proficiency in advanced lithography equipment, ensuring seamless integration of process modifications and reducing downtime.

Blaze Pizza – *Pizza Line Worker* | Clifton Park, NY

05/2020 – 08/2022

- Streamlined ingredient preparation processes to maintain consistent product quality, reducing prep time by 20% during peak hours.
- Maintained strict adherence to company standards for recipes and portioning, contributing to high customer satisfaction scores.
- Fostered a team-oriented environment by leveraging strong communication and collaboration skills, enabling the efficient fulfillment of over 200 customer orders daily.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

New Paltz Athletes of Color – *Vice President* | New Paltz, NY

09/2022 – Present

- Organized and led weekly meetings fostering dialogue about diversity and inclusion among student-athletes, creating actionable strategies that increased participation by 20% year-over-year.
- Collaborated with campus organizations to host multicultural events, enhancing visibility and inclusivity, drawing over 150 attendees.
- Directed outreach initiatives and communications that boosted member enrollment by 30%, strengthening community representation and engagement.

National Society of Black Engineers – *Treasurer* | New Paltz, NY

09/2021 – Present

- Managed a \$5,000 annual budget for events and projects, ensuring alignment with organizational goals and improving financial efficiency.
- Spearheaded a fundraising campaign that raised funds for chapter activities, which we struggled with in years prior.
- Developed financial reports and presented them at national conferences, enhancing chapter reputation among regional peers.

New Paltz Men's Basketball Team – | New Paltz, NY

08/2020 – Present

- Contributed to an improvement in team performance by maintaining rigorous training schedules, maintaining a top 5 three pointer percentage in the conference, and providing leadership during practices and games.
- Mentored incoming team members on balancing athletic and academic responsibilities, increasing their retention rates within the program.
- Represented the team at community outreach events, fostering connections between the university and local youth sports programs.

MALCOLM T. MAYS

Grand Prairie, TX, 75052 (Open to Relocation) • (214) 938-5077 • Malcolmmays68@gmail.com • [Malcolm Mays | LinkedIn](#)

EDUCATION

Hampton University – Hampton, Virginia

GPA: 3.868/4.0

B.S. in Computer Engineering | Graduation: May 2025

B.A. in Liberal Studies | Graduation: August 2024

- Accomplishments: Dean's List (2022-2024), IEEE-HKN Honor Society
- Relevant Courses: Engineering Economy

PROFESSIONAL EXPERIENCE

Metro Parking – *Supervisor* | Grand Prairie, Texas

April 2019 – June 2024

- Engaged in daily **communication** and relationship-building with **customers**, **colleagues**, and **executives** ranging from ages 16 to 65, fostering strong connections across diverse cultural backgrounds.
- Supervised and **managed** daily operations of valet and **customer service teams**, ensuring compliance with safety protocols while overseeing interactions with **customers** and their vehicles.
- Organized and led weekly meetings with a **team** of 15 employees to review financial performance and compliance targets, collaborating with parking and security **executives** at Lone Star Park.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

ACE Sports Academy – *Volunteer Teacher* | Hampton, Virginia

January 2023 – Present

- Teach an average of 16 students in grades 3-6 across 4 Hampton City Schools on a tri-weekly basis, fostering academic growth and engagement.
- Develop and implement innovative lesson plans and activities, boosting student motivation and engagement.
- Create a technology-driven learning environment that empowered students to become more independent and motivated self-learners.

Hampton University Varsity Football Team – *Quarterback/Team Captain* | Hampton, Virginia

January 2022 – December 2024

- Facilitated weekly scouting report meetings with 12-14 **teammates** to analyze opponent film, contributing to a 21.7% increase in passing yards, an 11% improvement in completion percentage, and a 42.8% reduction in interceptions from 2023 to 2024.
- Increased weekly throwing sessions with 8-10 receivers to bi-weekly from weeks 5-8, leading to a 15% increase in passing yards per game (YPG) compared to weeks 1-4 in 2022.
- Increased the frequency of individual meetings with the Offensive Coordinator from weekly to bi-weekly between weeks 3-11, resulting in a 5% weekly improvement in execution grades throughout 2022.

SKILLS

- **Python Coding Language**
- **C++ Coding Language**
- **Java Coding Language**
- **Problem-solving**
- **Interpersonal communication**
- **Project management**

PROJECTS & PUBLICATION

Senior Capstone Research Project – *Lead Software/Hardware Engineer*

September 2024 – Present

- **Collaborate** in a group of 3 **team** members to select an optimal site location based on criteria weighted **analysis**, and design the network, power/cooling system, and architecture for a data center with the capability to support up to 144 million users.
- Develop a Python-based user interface to calculate power consumption and storage capacity for hardware devices, racks, and data centers, ensuring user interactions completed in under 1.5 minutes.

Ultrasonic Radar System – *Team Leader/Lead Software Engineer*

January 2024 – May 2024

- **Collaborated** with **team** member to design and build the hardware of an Ultrasonic Radar System using an Arduino microcontroller and Elegoo Kit.
- Developed and programmed the functionality of the four directional ultrasonic sensors and active buzzer to sense incoming objects from within 4.3 meters away and alert the user with a two-parameter distinct audio alert system using C++ within the Arduino IDE.

Ethics of Disaster Resilient Infrastructure – *Project Manager*

January 2024 – May 2024

- **Collaborated** on a **group** project presented and published at the IEEE SIEDS 2024 Symposium: 'The Ethics of Disaster Resilient Infrastructure Maintenance and Social Equity.' The paper explored social equity in engineering, emphasizing gaps in equity within professional engineering ethics.
- Created a detailed 12-week breakdown structure, clearly outlining each **team** member's assigned workload to ensure all tasks were accounted for and completed on time.
- Facilitated tri-weekly **team** meetings, scheduling check-ins on Tuesdays and Thursdays and progress reports on Sundays to ensure consistent **communication** and accountability.

Meagan Goldsmith, ntt3hk@virginia.edu, (407)725-8885

Skills

- Media literacy, event planning, R, Python, SQL, and ETL experience, adaptability, eagerness to learn and change
-

Education

University of Virginia, Charlottesville, VA

Aug. 2021 - Present

Bachelor of Arts – May 2025

- Majoring in Media Studies, Minor in Data Science. GPA: 3.2
- McIntire CEO Academy Certification Business Essentials: Strategy, Marketing, Accounting, Finance

West Orange High School, Winter Garden, FL

Aug. 2017 - May 2021

(HS Diploma)

- GPA: 3.7, AP Scholar Award
-

Work

Aramark - John Paul Jones | Charlottesville, VA | Chef

Jun. 2023 - Present

- Managed inventory with meticulous attention to detail, coordinating large-scale food services for UVA athletic events, ensuring efficiency for high-volume audiences (~1000) at Scott Stadium and John Paul Jones Arena.
- Delivered high-quality customer service by utilizing strong verbal communication skills, enhancing guest experience during dining hours.

Charlottesville Tom Sox | Charlottesville, Virginia | Promotions/Media Intern

Jun. 2023 - Aug. 2023

- Leveraged analytical and research skills to plan promotions and fan engagement activities, analyzing past event data to drive future strategies and increase attendance.
- Managed social media content (3-10 posts per game) across Instagram and Twitter, driving brand visibility and engaging the community.
- Successfully managed all summer promotions independently, leading to the highest game attendance and profits for the season.

Fat Mike's Hot Chicken- Cashier/Server | Winter Garden, Florida | Cashier

Sep. 2020 - Mar. 2021

Athletic and Developmental Experience

University of Virginia | Charlottesville, Virginia | Team Captain

Aug. 2021 - Present

- Developed strong teamwork, time management, and leadership through an intensive training regimen and a rigorous course load.
- Communicated effectively with 10-15 high school rowers each semester, promoting UVA Rowing and assisting prospective athletes in evaluating their fit with the program.
- Led the team through a transitional phase, guiding new staff and ensuring continuity and cohesion as part of the leadership transition from Spring 2024 to Fall 2024.
- Awarded the John William and Mary Virginia Barnard Endowed Scholarship for 2024-2025 in recognition of academic and athletic achievements.

Make-A-Play Foundation (MAP) | Remote | Fellow

January 2023 - Present

- Selected for a prestigious fellowship, chosen from over 200 high-achieving college athletes to refine professional skills through weekly mock interviews.
- Ranked 3rd out of 40 senior fellows in interview performance, demonstrating strong communication, problem-solving, and critical thinking abilities
- Attended recruiting events with top-tier partners like Deloitte, and Morgan Stanley, learning to leverage student-athlete experiences for corporate success
- Consistently submitted self-evaluations to track personal growth and reinforce a commitment to ongoing professional development

Orlando Area Rowing Society 501c3 | Windermere, Florida | Volunteer

Aug. 2017 - May 2021

- Facilitated team building activities for groups of 20-100 children in grades 6-12 fostering collaboration
- Announced races at regattas, developed public speaking and event coordination skills.

Student Government - West Orange High | Winter Garden, Florida | Faculty and Staff Chair

Aug. 2017 - May 2021

- Organized and executed faculty and staff engagement events such as breakfasts, competitions, and games, ensuring clear communication and effective event management.

Campaign Volunteer - Nicole Wilson | Winter Garden, Florida | Campaign Volunteer

Jun. 2020 - Jul. 2020

- Developed social media strategies to support Nicole Wilson's campaign, creating engaging content and outreach efforts.
 - Engaged with community members across Orlando, discussing local development issues and political topics, sharpening communication and advocacy skills.
-

Awards and Honors

- USRowing National Team Member 2021
- Fall 2021 Atlantic Coast Conference Academic Honoree
- 2022, 2023 Atlantic Coast Conference Rowing Champion
- 2022, 2023 NCAA National Championship Grand Finalist
- Fall 2022, Spring 2024 Atlantic Coast Conference Academic Honoree

Megan Lusher

meganlusher11@gmail.com | (801) 513-8243 | [linkedin.com/in/megan-lusher-273a8b293](https://www.linkedin.com/in/megan-lusher-273a8b293)

EDUCATION

University of Pennsylvania, College of Arts and Sciences, Philadelphia, PA May 2025
Candidate for Bachelor of Arts **Major:** Earth and Environmental Science **Minor:** Chemistry **GPA:** 3.6

University of Utah, Honors College, Salt Lake City, UT Aug 2021 - May 2023
Candidate for Bachelor of Arts (transferred) **Major:** Earth and Environmental Science **Minor:** Chemistry **GPA:** 3.862

RELEVANT COURSEWORK

Energy Oil and Global Warming | *Student*, UPenn, Pennsylvania Aug 2024 - Dec 2024
- Performed calculations pertaining to emissions, power plant operations, household energy requirements as well as cost evaluations

GIS Applications in Social Science | *Student*, UPenn, Pennsylvania Aug 2024 - Dec 2024
- Learned how to use ArcGISPro software to create maps that present physical data in relation to a location
- Refined and expanded microsoft excel skills as well as how to clean data in excel
- Utilized US census data from TIGER/Line shapefiles and census reports

Organic Chemistry 1 & 2 + Lab | *Student*, UPenn, Pennsylvania Aug 2023 - May 2024
- Learned and performed lab techniques including distillation, IR spectroscopy, NMR spectroscopy, Recrystallization, Extraction, and melting point analysis
- Performed a 6-step synthesis of 1-Bromo-3-chloro-5-iodobenzene via electrophilic aromatic substitution and wrote a final synthesis paper in professional format

Atmospheric Chemistry | *Student*, University of Utah, Salt Lake City Jan 2023 - May 2023
- Gained understanding in the chemical atmospheric composition and its effects on climate, health, and earth systems
- Performed calculations and created graphs relating to emissions over time for a location to understand how particulate concentrations are affected by weather, day/night cycles, and other variables
- Created a final report on the COVID-19 Pandemic effects on NO₂ and PM_{2.5} emissions in Philadelphia

WORK EXPERIENCE

Lusher Real Estate | *Head of Marketing*, Park City, UT Jan 2023 - Present
- Market and advertise properties as they become available by sending emails, e-blasts, and monthly property advertisements successfully attracting clients to do business

Megan Lusher Soccer Training | *Private Trainer*, Salt Lake City, UT Feb 2023 - Present
- Initiated a private soccer training business and currently train multiple clients in group and individual sessions, improving clients soccer techniques and abilities.

One Soccer Schools | *Coach*, Park City, UT June 2023
- Mentored over 50 youth soccer players in an intensive soccer environment
- Specialized in developing mental and physical soccer ability

The Holman Lab | *Student Researcher*, Salt Lake City, UT Jan 2022 - May 2022
- Collaborated on a team of 4 in a genetic research lab
- Used techniques including Fluorescence Spectroscopy, Gateway cloning, Transfection and splitting cells
- Deciphered mechanisms that drive primary and metastatic brain tumors

LEADERSHIP & EXTRACURRICULAR

NCAA Division 1 Soccer | *Athlete*
- *University of Pennsylvania* Philadelphia, PA Aug 2023 - Nov 2024
- *University of Utah* Salt Lake City, Utah Aug 2021 - May 2023

Penn Sustainability Consulting | *Consultant*, Philadelphia, PA Jan 2024 - Present
- Recommend innovative solutions that are environmentally friendly, cost-effective, and responsible for stakeholders
- Collaborate on a team to provide deliverables to stakeholders

SKILLS & INTERESTS

Technical: ArcGISPro, Excel, Lab Technique, Technical Writing, Powerpoint

Languages: English (first language), Moderate Spanish, Beginner Mandarin Chinese

Interests: Sustainability, Clean Energy, Atmospheric Chemistry, Space, Biology, Athletics, Traveling

NORA G. WOLLEN

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EDUCATION

University of Pennsylvania – Philadelphia, PA

B.A. in Communication | Minor in Consumer Psychology

Anticipated Graduation: May 2025

- **Accomplishments:** Dean's List 2021, 2022, 2023. MVC Cross Country Champions (2021), Atlantic 10 Cross Country Champions (2022), and Ivy League Track & Field Champions (2024).
- **Relevant Coursework:** Focus on marketing, psychology, and analytics. Coursework in digital communications, marketing finance, consumer behavior, and creative marketing.

PROFESSIONAL EXPERIENCE

Startup business- Aaji's Foods | *Social Media Specialist* | Philadelphia, PA

June 2024 - August 2024

Developed a social media plan to enhance brand awareness and audience engagement for a startup company.

- Established a consistent and engaging Meta presence to increase brand awareness
- Influencer recruitment, hiring, and training strategies, developed influencer campaign brief
- Developed and managed a comprehensive social media calendar
- Created detailed content plans, including product promotions and advertisement ideas, and User Generated Content (UGC)
- Monitored and analyzed influencer campaign performance and social media metrics
- Initiated communication with various members of the project team across multiple time zones in order to streamline two different workstreams concurrently

Agency- Impact.com | *Influencer Marketing Specialist* | New York, NY

June 2023 - August 2023

Worked with influencer marketing experts to implement social media campaigns across a variety of global brands.

- Worked with Chobani and BBQ Guys to raise their brand awareness, engagement, sales, and reach through influencers
- Recruited influencers who aligned with brand strategy and campaign objectives
- Executed campaigns start to finish. From building a campaign brief, recruiting creators, draft approval, go-live, to amplification and success measurement

Services Firm- Garrett Design | *Digital Marketing Specialist* | Chicago, IL

June 2022 - May 2023

Executed social media campaigns on Facebook and Instagram to enhance brand visibility and engagement for a residential landscape design/build firm.

- Engaged directly with homeowners to tailor content to their preferences, fostering positive reviews and encouraging social media shares
- Developed content that showcased landscaping projects and seasonal arrangements, effectively driving brand awareness and customer interaction
- Contributed to on-site activities including installation of plant materials, mulch beds, and seasonal container arrangements, ensuring alignment between marketing and project execution

LEADERSHIP & ATHLETICS

Varsity Indoor & Outdoor Track & Cross Country | *NCAA Division 1 Athlete*

August 2021 - Present

- Commit 20 hours a week to training and competitions while maintaining a full course-load for 3 competitive seasons

Wharton Undergraduate Energy Group | *VP of Marketing*

September 2023 - Present

- Creation of weekly newsletters, manage social media platforms, design promotional materials, advancing mission to integrate energy and business discussions on campus and in the Philadelphia area

Marketing Undergraduate Student Establishment | *VP of Digital Committee*

September 2023 - Present

- Lead the Digital Committee, recruiting startups and aligning them with project teams
- Manage multiple teams to ensure timely and high-quality deliverables while fostering strategic partnerships
- Demonstrate advanced leadership by overseeing project execution, maintaining team accountability, and delivering impactful results
- Previously served as Project Leader, conducting digital marketing audits, competitor analyses, and market research to develop a strategic influencer marketing approach; delivered actionable recommendations and secured a summer internship based on performance

NON-TECHNICAL SKILLS & INTERESTS

- **Interests:** Digital storytelling, energy sector initiatives, outdoor and active lifestyle brands, and influencer marketing.
- **Fun Fact:** Transferred from Loyola University Chicago.
- **Biggest Sports Lesson:** You can't change the wind, but you can adjust the sails.

Paige Victoria Lane

San Francisco, CA | Paigelane2017@gmail.com | 415-755-7708 | [LinkedIn](#)

EDUCATION

University of Virginia

Bachelor of Arts, Major in Economics, Minor in Political Science | GPA: 3.2

- **Relevant Coursework:** Financial Accounting, Introduction to Entrepreneurship, Python for Scientist and Engineers

Charlottesville, VA

August 2021 - May 2025

McIntire School of Commerce, University of Virginia

Certification of Professional Achievement in Finance, Marketing, Accounting, and Strategy

- **Honors:** Dean's List

Charlottesville, VA

August 2024 - December 2024

COLLEGE ATHLETICS AND LEADERSHIP EXPERIENCE

University of Virginia Open-weight Crew Team

Division I Athlete

- Elected as a class representative, fostering communication between coaches and athletes to ensure efficient practice operation
- Mentored 5 first-year athletes, aiding their transition to both academic and athletic challenges
- Served as an ambassador for Women's Rowing Team, enhancing team visibility and recruitment efforts, increasing 2028 recruiting class by 20%
- Recognized for exceptional athletic performance as 2022 and 2023 ACC Champion at the ACC Championships
- Managed 20+ hours per week in training while maintaining a GPA of 3.0+, earning ACC Academic Honor Roll recognition

Charlottesville, VA

August 2021 - May 2025

CONSULTING EXPERIENCE

Bain & Company

Associate Consultant Intern

- Conducted weekly market research on the title and escrow industry, analyzing KPIs and revenue approaches to inform client strategies
- Streamlined U.S. home sales data collection, identifying South region as a key acquisition opportunity with a projected 10% CAGR ('24-'28)
- Built financial models in Excel to evaluate revenue strategies, projecting an 8% increase in client revenue in one year
- Analyzed financial statements to assess EBITDA margins, identifying a 10% reduction in associate expenses over 5 years
- Identified AI as a key growth driver, projecting a 12% efficiency improvement in our client's operations over 5 years
- Created a 10-page powerpoint recommending ESG investments to enhance client sustainability practices

Washington, D.C.

June 2024 - August 2024

Bain & Company

2023 Building Entrepreneurial Leaders Intern (BEL)

- Assessed merger impact on employees, identifying strategies to increase engagement scores by 15% and reduce turnover rates by 9%
- Constructed a 12 page slide deck with actionable insights on employee integration, presenting findings to senior leadership
- Completed professional development workshops in accounting, financial analysis, product acquisition, business efficiency and client relations

Washington, D.C.

May 2023 - June 2023

McKinsey & Company First Year Leadership Academy

Intern

- Participated in an intensive leadership program, analyzing case studies and receiving real-time executive feedback
- Engaged with 10+ senior executives, gaining insights into strategic consulting frameworks
- Attended case workshops and panels to learn vital steps to becoming a proficient consultant

San Francisco, CA

May 2022 - June 2022

RESEARCH EXPERIENCE

U.S. Department of Housing and Urban Development

Risk Intern

- Analyzed funding processes across 5+ federal assistance programs, identifying key vulnerabilities and recommending enhancements to improve fraud prevention and financial integrity
- Developed and proposed strategies to enhance HUD's fraud detection and prevention mechanisms, ensuring the accurate allocation of funds
- Presented research findings and proposed new economic policies to the management team

Washington, D.C.

June 2023 - August 2023

Institute for Youth In Policy

Youth In Policy Fellow

- Collaborated with a team to assess the U.S. economic response to COVID-19, focusing on its effects on interest and unemployment rates
- Dedicated 7 weeks to researching The Federal Reserve's and Government's use of monetary and fiscal policy to stimulate spending
- Published a 9-page Policy Review that analyzed the effects fiscal policies/monetary policies had on the U.S. economy
- Delivered research findings and proposed new economic policies to the management team

San Francisco, CA

June 2022 - September 2022

Alliance for Citizen Engagement (ACE)

Housing and Economic Policy Summer Fellow

- Analyzed U.S. housing and economic policies, focusing on rent control, zoning laws, and their impact on housing security in San Francisco
- Evaluated data on evictions, rental trends, and homelessness to assess housing stability
- Investigated the United States Government's Housing and Economic Policy towards addressing limited and affordable housing
- Identified the role rent control and zoning laws played in the development of housing security in San Francisco
- Published two nonpartisan policy briefs to raise awareness on homelessness and housing insecurities among youth

Remote

May 2022 - August 2022

PROFESSIONAL DEVELOPMENT

Make-A-Play Foundation (MAP)

Winter Fellow (Phase 1 and 2)

- Selected for a prestigious fellowship, chosen from over 200 high-achieving college athletes to refine professional skills through weekly mock interviews.
- Ranked 4th out of 40 senior fellows in interview performance, demonstrating strong communication, problem-solving, and critical thinking abilities
- Collaborated with Fortune 500 HR professionals, incorporating their feedback to continuously improve and perfect interview strategies
- Attended recruiting events with top-tier partners like Deloitte, and Morgan Stanley, learning to leverage student-athlete experiences for corporate success
- Consistently submitted self-evaluations to track personal growth and reinforce a commitment to ongoing professional development

Remote

January 2023 - Present

Aramark Campus, LLC

Cook

- Balanced a rigorous academic schedule, rowing commitments, and a 15-hour workweek to optimize dining hall operations for student-athletes
- Established organization and cleanliness in the kitchen, proactively resolving challenges to ensure seamless operations and a culture of excellence
- Directed new student-athlete cooks, fostering a culture of collaboration, continuous learning, and effective transitions to ensure long-term success
- Spearheaded a solution to address low athlete attendance by creating and implementing a survey, boosting dining hall participation by 8% in one year

Charlottesville, VA

January 2023 - Present

Management Leadership for Tomorrow

Career Prep Fellow

- Selected to participate in an 18-month professional development program for high-achieving students

New York, NY

February 2023 - August 2024

Goldman Sachs - Women's Possibilities Summit

Apprenticeship

- Selected from a pool of 10,000 applicants to participate in the Goldman Sachs 2023 Women's Possibilities Summit

New York, NY

January 2023 - March 2023

Career.edYOU Academy - JPMorgan Chase & Co.

Participant

- Strengthened my problem-solving skills and received a certificate of completion that exhibited my professional growth

San Francisco, CA

September 2022 - October 2022

SKILLS

Technical: Microsoft Excel, PowerPoint, Python, STATA, R Studio, Capital IQ

Communication: Data synthesis, client engagement, technical writing, presentations

INTEREST

Interest: Passionate about water sports, stand-up comedy, and all things chocolate; lifelong Golden State Warriors fan

PAIGE A. LOH

[LINKEDIN PROFILE](#) • (732) 266-1936 • WFF5TG@VIRGINIA.EDU

EDUCATION

University of Virginia – Charlottesville, Virginia

GPA: 3.695/4.0

B.A. in Global Studies, Global Environments and Sustainability Concentration (College of Arts and Sciences)

Minor in Technology and the Environment, Management and Economics Track (School of Engineering and Applied Science)

Graduation Year: 2025

- Accomplishments: Dean's List of Distinguished Students (2023), CRCA National Scholar-Athlete (2023, 2024), ACC All-Academic Team (2023, 2024), ACC Honor Roll (2022, 2023, 2024)
- Relevant Courses: Sustainable Commerce, Calculus, Accounting, Finance, Strategy, Marketing, Statistics, Global Sustainability, Microeconomics, Ecological Economics, Sustainability Policy, Financial Mathematics, Systems Engineering

PROFESSIONAL EXPERIENCE

Environmental Defense Fund – *Global Clean Air Communications Intern* | Remote

09/2024 – 12/2024

- Interned on EDF's Global Clean Air team to spread public awareness through research and social media about the dangers of air pollution with the goal for cleaner air
- Provided deliverables of presentations, identified relevant topics and created "X" and Instagram posts, increasing Instagram organic engagement by 347%, impressions by 205%, and follower growth by 81% in 2 months

CEO Academy – *Participant* | Charlottesville, Virginia

08/2024 – 11/2024

- Participated in the McIntire School of Commerce program for student-athletes to enhance foundational business skills, understand business operations, and grow networking opportunities
- Completed four Commerce Business Essentials courses in Accounting, Finance, Strategy, and Marketing and attended in-person events with successful, local business leaders to gain insight into real-world applications

LEADERSHIP & COMMUNITY DEVELOPMENT

NCAA Division I Rowing – *Student-Athlete* | Charlottesville, Virginia

08/2024 - Present

- Compete on varsity rowing team, exhibiting time management skills with full course load and 30+ hours per week of athletic practices and meetings
- Developed applicable and valuable skills in leadership, discipline, coachability, self-motivation, teamwork, and communication through team experiences
- Awarded ACC Rowing Champions (2022, 2023), Top 10 finish at NCAA Rowing Championships (2023, 2024)

Make a Play Foundation – *Winter Fellow* | Remote

01/2025 – Present

- Selected to participate in an exclusive fellowship partnered with Deloitte for high-achieving college athletes, competing against 50+ others in weekly mock interviews to implement learnings from 3 modules + 10 hours of instruction on behavioral, technical, and hybrid interview preparation.

Navesink River Rowing – *Head Summer Rowing Coach* | Red Bank, New Jersey

06/2020 – 08/2024

- Coached three groups of middle and high-school-age "Learn to Row" camps and varsity team practices daily and train athletes to compete in nationwide races where they received top 10 finishes
- Delegated roles and information to assistant coaches about practice plans and boat conditions, communicated with parents regarding finances and hours while ensuring safety across all staff and athletes

Phi Chi Theta Business Fraternity – *Member* | Charlottesville, Virginia

01/2023 – Present

- Member of founding class of business fraternity, recruited and interviewed prospective applicants to grow membership with elite new members, which tripled member growth of the organization in one year and has continued to grow to a leading business club on campus

Green Athletics – *Head of Public Relations* | Charlottesville, Virginia

08/2021 – Present

- Reinstated collaboration between student-athletes and the Office for Sustainability to implement zero-waste initiatives that reduce waste, improve efficiency, and reduce the environmental impact of athletic facilities
- Educated athletes through public media and printed graphics about personal environmental impacts and partnered with UVA Dine to provide compost bins at athletic arenas

ADDITIONAL SKILLS

- Skills and Languages: American Sign Language, Effective Communication, Problem-solving, Time Management, Coachable, Adaptable
- Programs: ArcGIS, AutoCAD, QGIS, PowerPoint, Excel, Social Media, Canva, Adobe Creative Cloud
- Interests: Sustainability, Consulting, Corporate Social Responsibility, ESG Investing & Finance, Corporate Retail Sustainability, Fitness

Reginald A. Durden

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EDUCATION

Rensselaer Polytechnic Institute University – Troy, NY **GPA: 3.7/4.0**
M.S. in Supply Chain Management Graduation Year: May 2025

- Relevant Courses: Machine Learning, Modeling & Optimization, Operations Strategy, Data Science

Rensselaer Polytechnic Institute University – Troy, NY **GPA: 3.3/4.0**
B.S. in Business Management | Minor in Economics Graduation Year: May 2024

- Accomplishments: Liberty League All-Academic Team 2021, 2022
- Relevant Courses: Negotiations, Labor Markets, Organizational Behavior, Investments, Labor Markets

PROFESSIONAL EXPERIENCE

Afrims Sportspark – Soccer Referee | Albany, NY **05/2018 – Present**

- Officiate adult and youth soccer games and tournaments, ensuring fair play and enforcing game rules while maintaining professional standards, averaging 15 hours per week across men's and women's leagues.
- Complete yearly recertification courses to maintain license, stay updated on the rule changes and best practices for enforcing fair play.

Environment One – Supply Chain Intern | Niskayuna, NY **05/2024 – 08/2024**

- Developed a comprehensive total cost model to analyze and visualize all expenses for a \$5 million project, ensuring a holistic financial overview to support strategic decision-making and cost optimization.
- Analyzed supplier expenditure data and developed detailed charts to enhance visibility into spending trends, identify cost patterns, and support data-driven decision-making for improved financial management and operational efficiency.
- Calculated daily purchase price variance to monitor cost fluctuations and assess financial impact, while actively participating in supplier meetings to discuss pricing strategies, negotiate terms, and strengthen vendor relationships.

Invictus Property Advisors – Property Advisor Intern | Manhattan, NY **02/2023 – 05/2023**

- Developed sales skills by cold calling potential buyers and sellers of commercial properties, generating 10+ leads.
- Gave two property tours per week in all five boroughs to potential buyers.
- Operated Excel to input and track data for property evaluations.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – Winter Fellow (Phase 1) | Remote **01/2025 – Present**

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Rensselaer Polytechnic Institute Varsity Men's Soccer – Captain | Troy, NY **08/2020 – 10/2024**

- Selected as team captain for the 2024 season, providing strong leadership, fostering team cohesion, and motivating teammates to enhance performance both on and off the field.
- Balanced a full academic course load while managing travel, competitions, practices, and weekly film sessions, demonstrating strong time management, discipline, and commitment to both athletic and academic excellence.
- Selected to the Liberty League Conference All-Academic team for Fall 2021.

Roebbling Investment Club – Club Member | Troy, NY **12/2020 – 08/2024**

- Conducted in-depth research and analysis each semester to select, track, and evaluate stock for an investment game. Achieved a top 5% return each semester end.
- Participated in weekly meetings to discuss market trends, industry developments, and financial news.
- Collaborated with club members to prepare presentations and reports on stock performance and market forecasts.

Reginald A. Durden

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PI Kappa Alpha Fraternity – Fraternity Member | Troy, NY

01/2022 – 05/2024

- Led the Volunteer Planning Committee. Coordinated semester cleanup of downtown 15th street in Troy monthly.
- Organized weekly meetings to discuss directions for the fraternity moving forward.
- Managed event logistics to address areas of change within the organization.

ADDITIONAL SKILLS

- Skills and Language(s): Leadership, Management, Engaging, Persuasive, Enthusiastic.
- Programs: Colab, Microsoft Excel, Tableau, Python, R-Studio.
- Interests: Trivia (especially geography), Traveling, Culinary Arts, Stock Market.

SOFIA COPPOLA

8 Audrey Lane, White Plains, NY 10605

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EDUCATION

University of Virginia - College of Arts and Sciences

Candidate for B.A. in Government and Foreign Affairs

Charlottesville, VA

August 2021 - May 2025

- *Honors*: Academic-Athletic Honor Roll, All-ACC Academic Team, Certificate of Achievement in Business Essentials from McIntire Business Institute, ACC Representative for UVA Rowing, Certificate of Commerce Business Essentials
- Relevant Coursework: Programming for Data Science, Microeconomics, Macroeconomics, Introduction to Management Consulting, Statistics, Foundations of Commerce

McIntire School of Commerce, University of Virginia

Certification

Charlottesville, VA

August 2024 - December 2024

- Professional Achievement in Finance, Marketing, Accounting, and Strategy

DIVISION 1 COLLEGE ATHLETICS

UVA Women's Division 1 Rowing

Rower, ACC Champion

Charlottesville, VA

August 2021 - Present

- Dedicate 40+ hours weekly to rigorous training, team competitions, and community engagement while maintaining a 3.0+ GPA, earning recognition on the ACC Academic Honor Roll.
- Played a pivotal role in the Varsity Four's 5th-place finish at the 2023 NCAA Championships, directly contributing to the team's ACC title in Second Varsity Eight.
- Represented UVA on the international stage, stroking the Varsity 8 at the prestigious Henley Royal Regatta (Summer 2024).
- Mentored 5 first-year athletes, offering personalized guidance to ease their transition into the demanding world of Division I athletics, helping them achieve measurable academic and athletic success.
- Served as a Women's Rowing Team ambassador, leading outreach initiatives that enhanced team visibility and recruitment efforts, resulting in a 20% increase in the 2028 recruiting class.

LEADERSHIP EXPERIENCE

UVA Rowing ACC Representative

Elected Leader, Team Advocate

Charlottesville, VA

August 2021 - Present

- Elected by coaches to represent 65+ athletes as the primary liaison between the team and the ACC, advocating for student-athlete concerns and enhancing team cohesion.
- Spearheaded initiatives promoting diversity and inclusion within the rowing program, contributing to an improved team culture and enhanced retention rates.

Phi Chi Theta Business Fraternity

Professional Chair

Charlottesville, VA

September 2022 - Present

- Played a pivotal role in establishing the Eta Alpha chapter at UVA, expanding membership by 25% and organizing 10+ professional development workshops with alumni and industry leaders.
- Led résumé and LinkedIn workshops, helping members secure internships at top firms like Deloitte and McKinsey.
- Strategized recruitment efforts, resulting in a record number of applicants during Fall 2023.

UVA Citizens Leadership Fellowship

Fellow

Charlottesville, VA

September 2023 - May 2024

- Selected as one of 17 fellows from 150 applicants to lead a community enrichment project, developing a UVA community garden to promote sustainability and student engagement.
- Partnered with university departments and student organizations, securing funding and resources to bring the project to fruition.

RowAmerica Rye Varsity Rowing Team

Team Captain, Most Valuable Rower

Rye, NY

June 2018 - June 2021

- Recognized as Most Valuable Rower 4x for exemplary leadership, fostering team development, and achieving record-breaking pace times.
- Directed training and competition strategies for a nationally ranked team, culminating in gold medal finishes at Club Nationals and the Head of the Charles Regatta (2019/2021).

PROFESSIONAL EXPERIENCE

UVA Student-Athlete Mentoring

Mentor

Charlottesville, VA

September 2023 - Present

- Conduct weekly mentorship sessions for student-athletes, fostering time-management skills and academic success.
- Designed and led mental health workshops attended by 150+ student-athletes, promoting wellness and reducing stigma.
- Collaborated on initiatives to combat drug and substance abuse on campus by presenting research-backed strategies.

More Perfect Internship

Summer Intern

Washington, DC

June 2024-August 2024

- Conducted in-depth research and data analysis, supporting initiatives that increased civic engagement by 10%.
- Partnered with cross-functional teams to develop strategic campaigns and communication materials for public outreach.
- Contributed to policy reform proposals through detailed project planning and stakeholder engagement.

Altuzarra Wholesale

Marketing Intern

New York, NY

May 2023 - June 2023

- Analyzed sales data to project 20% growth opportunities, informing strategic market decisions.
- Enhanced brand visibility through targeted outreach to luxury buyers, fostering partnerships with Neiman Marcus and Bloomingdale's.
- Streamlined buyer communications and scheduling, ensuring seamless execution of sales strategies.

SKILLS AND INTERESTS

Skills: Microsoft Office, Python Programming, Google Analytics, Intermediate Italian, Digital Design.

Interests: Running and Fitness, Road Trips, Baking Grandmother's Recipes, Mixing Music.

SOPHIA M. CROCI

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EDUCATION

Babson College – Wellesley, MA

GPA: 3.53/4.0

MS in Business Analytics

Anticipated Graduation: May 2025

- **Accomplishments:** Dean's MSBA Scholarship, Babson MSBA Scholarship, NEWMAC Academic All-Conference
- **Relevant Courses:** Machine Learning, Programming for Business Analytics, Communication w/ Data, Strategy of the Firm

Rhodes College – Memphis, TN

GPA: 3.33/4.0

B.A. in Business | Minor in Psychology

Graduated: May 2024

- **Accomplishments:** Diehl Scholarship (2020-2024), Dean's List (2022-2023)
- **Relevant Courses:** Calc w/ Business Applications, Research Methods & Statistics, International Marketing, Power Bi

PROFESSIONAL EXPERIENCE

C&C Brand Consulting LLC – *Social Media Marketing Intern* | Columbus, OH

05/2024 – 09/2024

Client - Chico's, White House Black Market, Soma Intimates

- Performed 6 in-depth social media audits to evaluate brand performance across platforms, identify opportunities for improvement, and benchmark against competitors.
- Researched 18 competitor social media strategies, content performance, and audience engagement to inform campaign development and enhance brand differentiation.
- Identified gaps in storytelling and created content ideas across 12 categories aligning with seasonal trends and brand values to drive social media engagement.
- Presented actionable social media recommendations to 3 clients for Holiday from competitor analysis and market research.

National Football Foundation – *Research Intern* | Remote

02/2024 – 03/2024

- Conducted a research project on 25+ former collegiate athletes in high-profile business positions for the development of a networking program for current student-athletes; advertising benefits from team sports, networking, and mentoring.

FedEx Corporate Headquarters – *Healthcare Marketing Intern* | Memphis, TN

08/2023 – 12/2023

- Collaborated with 4 cross-functional teams - marketing, IT, communications, and product development - to orchestrate the launch of new monitoring systems for healthcare packages.
- Reviewed and analyzed 35+ internal communications articles to construct marketing and sales strategies for new monitoring systems targeting Commercial (B2B) Solutions Healthcare customers.
- Researched and compiled employee feedback on 4 internal instruction guides for new healthcare monitoring systems.

Columbus Crew - Major League Soccer – *Event Operations & Marketing Intern* | Columbus, OH

03/2021 – 09/2021

- Introduced Lower.com Field to fans and the community during its 2021 inaugural season through 6+ high-impact promotional events.
- Constructed and executed 4+ fan acquisition and community outreach events during Black and Gold Week 2020 - garnered the highest digital reach and set an attendance franchise record leading up to a sold-out inaugural match.
- Managed 20+ in-stadium marketing activations and giveaways in collaboration with corporate sponsors and community partners including Huntington Bank, Nationwide Insurance, Children's Hospital, and Vertiv Communications.
- Conducted pregame and halftime logistics for 15+ on-field presentations and activations.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Winter Fellow (Phase 1)* | Remote

01/2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 100+ others in weekly mock interviews to implement learnings from 3 modules.
- Analyzed mock interview results each week from Fortune 500 HR professionals and dissected personalized feedback to make improvements for future interviews.
- Networked in weekly virtual recruiting events with MAP's diverse rolodex of partners learning how to transform experience as a student-athlete into a post-playing career at a leading company.

Rhodes College Field Hockey – *Two-Time Captain* | Memphis, TN

07/2020 – 12/2023

- Led the RCFH team through leadership transitions, providing strategic guidance and fostering team resilience during coaching changes under 3 head coaches.
- Mentored teammates and fostered a competitive high-performance environment resulting in 2 SAA Conference Championships and a regular season title.
- Earned numerous accolades including 6x SAA Offensive Player of the Week, 3x SAA First-Team All-League, 2x SAA Offensive Player of the Year, 3x SAA Tournament Team, 2x NCAA First Team All-Region, NCAA D3 Senior Team, and Synapse All-American.
- Awarded 2024 Rhodes Female Athlete of the Year across all sports teams, recognizing outstanding athletic achievements, leadership, and contributions to the Rhodes athletic community.

Women in Business – *Executive Board* | Memphis, TN

01/2023 – 04/2024

- Collaborated with executive board members to align club events with strategic objectives and enhance team communication.
- Managed the event planning team in coordinating logistics and execution of 8 campus-wide activities and workshops focused on professional development.

Entrepreneur – *Field Hockey Coach* | Columbus, OH

05/2019 – 09/2020

- Founded and organized the Field vs. Ice charity game raising over \$1,500 for Pancreatic Cancer Research.
- Designed and executed practice plans, helping 12+ female athletes develop skills and mental strength.
- Marketed 1-on-1 coaching sessions through multi-platform social media campaigns, expanding reach and client engagement.

NON-TECHNICAL SKILLS & INTERESTS

- **Interests:** Anything active & competitive, Cooking, Watching new TV shows or movies, Sports
- **Fun Fact:** I have scoliosis.
- **Biggest Sports Lesson:** Respect is earned off the field and in the time outside of games. It's gained from the energy put into building meaningful relationships with teammates and coaches. It's gained from the passion you bring to practice whether that's a competitive drive or picking teammates up. It's gained from representing something bigger than yourself.

Sophie Steidle

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Education

Princeton University – Princeton, NJ

Expected in 05/2025

Bachelor of Arts: English, Minor in Journalism

Relevant Coursework: International Politics, Politics of Religion, Media in America, Journalism Ethics, Intersection of Journalism and Politics in America, Nonfiction Writing, Fiction Writing, Memoir Writing, History of Criticism, Writing about Science

Professional Experience

Campus Ambassador, *The Princeton Review*

07/2024 to Present

- Promote The Princeton Review's test preparation services to student communities through targeted events, social media campaigns, and peer-to-peer marketing strategies.
- Cultivate strong relationships with student organizations, faculty, and campus departments to enhance The Princeton Review's visibility and foster partnerships.

Pre-Law Intern, *Religious Freedom Institute (RFI) – Washington DC*

05/2024 to 08/2024

- Conducted legal research on domestic and international religious freedom issues, contributing to policy briefs and legal research.
- Engaged with a network of legal experts, scholars, and advocacy groups, while writing research-based reports on issues regarding human rights, public policy, and district/state level court cases through anthropological, legal, and sociological lenses.

Marketing Ambassador, *LaCroix*

03/2024 to 05/2024

- Promoted LaCroix's brand through strategic on-campus marketing campaigns, increasing brand visibility among the student body.
- Collaborated with campus organizations to create co-branded events and original social media content, expanding LaCroix's outreach within the college community.

Student Intern, *Princeton Alumni Weekly*

01/2023 to 03/2024

- Contributed to the editorial process by researching, writing, and fact-checking articles on alumni achievements, campus events, and university history.
- Conducted interviews with alumni, faculty, and students to gather firsthand accounts and insights that were later published online.

Content Creator, *Voice in Sport*

07/2023 to 12/2023

- Researched, wrote, and edited feature, highlighting underrepresented athletes and stories. Conducted in-depth interviews with professional athletes and industry professionals to produce original journalism to be published on Voice in Sport's digital platforms.
- Participated in editorial meetings, contributing ideas for new stories and content. Collaborated with editorial team to develop content strategies that aligns with Voice in Sport's mission to empower female athletes.

Princeton RISE Intern, *Ka Honua Momona International – Moloka'i, HI*

06/2023 to 07/2023

- Focused on communications, environmental journalism, nonprofit newsletter writing, and integrating cultural heritage and environmental conservation to inspire future generations.
- Promoted the mission and values of KHM through social media and digital content creation, helping to raise awareness and support for the organization's work.

Student Correspondent, *Pace Center for Civic Engagement*

06/2023 to 12/2023

- Conducted interviews with students, faculty, and community partners to gather stories and insights, showcasing diverse perspectives and experiences in civic engagement.
- Engaged with the campus community to identify and amplify stories related to environmental, racial, and social, justice through undergraduate newsletter, journalism, and strategic communications as a part of the Pace Center's student communications team.

Skills, Activities, & Leadership Experience

Women's Varsity Cross Country and Track & Field Team: 30+ hour weekly time commitment.

08/2021 to Present

The Daily Princetonian Staff Writer: Wrote and produced content regarding the weekly Newsletter

08/2023 to 05/2024

The Daily Princetonian Staff Reporter: Provided coverage on Princeton's Varsity athletic programs

08/2022 to 05/2023

Nassau Literary Review Magazine Social Chair: Organized social events on behalf of the Magazine.

08/2023 to 05/2024

Certifications & Skills: Java, Python, Google Suite, Microsoft Office, Excel, CPR/AED

WONDERS C. OGUEJIOFOR

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EDUCATION

Columbia University – New York, NY **GPA: 3.5/4.0**
May 2024
B.A. in Computer Science

- **Accomplishments:** NCAA Division I Student-Athlete (Columbia University Track and Field Team); Dean's List
- **Relevant Courses:** Computing in Python, Intro to Java, Data Structures in Java, Fundamentals of Computer Systems, Computational Linear Algebra, Artificial Intelligence, Discrete Mathematics, Computer Science Theory, Advanced Programming, Calculus, Databases, User Interface Design, Computational Sound
- **Languages:** Python, Java, C, SQL, JavaScript
- **Industry Education:** Building a Financial Model, Core Data Analysis, Core Financial Concepts, Finance Interview Prep, Valuation 1: DCF
- **Programs:** Advanced PowerPoint, HubSpot Inbound Marketing, IC Agile Training, Lean Six Sigma Training, PMP Training, Scrum Methodology

PROFESSIONAL EXPERIENCE

Anaxi Gaming – Data Science Intern | Remote **05/2023 – 08/2023**

- Led the development of a dynamic, interactive dashboard to monitor and predict issue frequency across 700 casinos globally, improving operational efficiency through real-time insights.
- Integrated and cleaned large datasets from JIRA, Microsoft TFS, SQL databases, and Google Cloud using Tableau Prep and SQL, automating key processes to ensure data accuracy and optimize hiring and resource planning during peak periods.
- Developed predictive algorithms using historical data to forecast issue trends, enabling proactive resource allocation and reducing downtime across global operations.

The Kraft Heinz Company – Growth & Operations Student Consultant | Remote **08/2022 – 10/2022**

- Created a multi-year financial profile to support Kraft Heinz's growth strategy, ensuring sustainable top- and bottom-line growth through data-driven financial planning.
- Developed cost-saving approaches projected to save \$2B by 2024, reducing ingredient complexity to align with consumer demand for healthier food options.
- Designed a financial algorithm to drive profitability, enabling Kraft Heinz to achieve 2–3% EBITDA growth and 4–6% EPS growth through strategic resource allocation.

Stackwell Capital – Business Tech Solutions Student Consultant | Remote **05/2022 – 07/2022**

- Developed a detailed project strategy for an early-stage fintech startup to address Black underinvestment, supporting long-term financial equity through innovative product development.
- Created a product roadmap for a mobile-native robo-advisor, providing automated investment portfolios tailored for first-time investors to increase financial literacy and accessibility.
- Identified and analyzed new opportunities to provide better financial tools, aligning investment options with user goals and values to increase investor confidence.

Heineken USA – Strategy & Insights Student Analyst | Remote **03/2022 – 05/2022**

- Designed a go-to-market strategy to expand Heineken USA's market presence, outlining clear action plans to drive 15% beer volume growth by 2023.
- Developed an implementation roadmap identifying key strategic steps to strengthen Heineken's U.S. market penetration, ensuring competitive positioning against major industry players.
- Led benchmark analysis comparing Heineken's U.S. performance to competitors, informing data-driven decisions to improve brand positioning and optimize sales strategies.
- Established a cost-reduction program to meet budget constraints, lowering overall costs and improving profitability through operational efficiencies.

NYC Public School – Computer Science Instructor **06/2024 – 10/2024**

- Designed and delivered engaging computer science lessons to foster critical thinking and problem-solving, ensuring students develop foundational coding and analytical skills.
- Analyzed student performance data to identify learning gaps, tailoring instruction to support struggling students and improve classroom outcomes.
- Integrated interactive coding platforms and data visualization tools to enhance student engagement, making complex concepts more accessible and practical.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – Winter Fellow (Phase 1) | Remote **January 2025 – Present**

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral/technical/hybrid interview preparation.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Columbia University Track & Field Team – NCAA Division I Student-Athlete **08/2020 – 05/2024**

- Dedicated 25+ hours per week to training, competitions, film sessions, travel, and team meetings while balancing academics and leadership responsibilities.
- Provided inclusive and transparent leadership, supporting team development on and off the field through mentorship, accountability, and teamwork.
- Developed strong skills in communication, critical thinking, and time management, fostering a results-driven mindset to excel in high-pressure environments.

Zeta Phi Beta Sorority – First Anti Basileus (Vice President) and Treasurer **04/2021 – 05/2024**

- Managed financial planning, procurement, and fund investments, ensuring fiscal responsibility and long-term financial stability.
- Led membership intake and training, streamlining the onboarding process to enhance member engagement and retention.
- Demonstrated strategic leadership as Membership Committee Chair, driving organizational growth and fostering a strong, supportive community.

Columbia BSO – Logistic Socio Culture Chair **04/2022 – 04/2023**

- Curated and managed the organization's social and political engagement calendar, coordinating event logistics to maximize campus impact.
- Led PR efforts and media relations, promoting events and initiatives to enhance visibility and student engagement.
- Executed the annual Kwanza Ball, overseeing performance curation, opinion polling, and focus groups to align the event with student perspectives and political climate.
- Partnered with senior members to refine and gain approval for large-scale cultural and advocacy events, ensuring alignment with the organization's mission.

Xavier M. Marshall

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EDUCATION

University of Richmond – Richmond, Virginia

B.A. in Health Studies | Graduation Year: 2023

- Accomplishments: Student-athlete for the Richmond Spiders Football team, CAA Honor Roll, 5x CAA Player of the Week, Recipient, Dean's List 2020-2021, Assisted in the creation of campus group Uplifting the Family (currently Spider Athletes of Color Alliance).
- Relevant Courses: Digital Humanities, Health and Housing, Bioethics, Business Statistics

Hampton University – Hampton, Virginia

M.S. in Sports Administration | Graduation Year: 2024

- Accomplishments: Student-Athlete for the Hampton Pirates Football Team, 2024 Hampton Pirates Football Team Captain, 2024 Hampton University NIL Summit Moderator, 2024 CAA Media Day Representative, CAA Honor Roll
- Relevant Courses: Advanced Marketing-Applied Research, Public relations and New Media, Sports Finance and Economics

PROFESSIONAL EXPERIENCE

Hampton University Athletics – Sales and Services Analyst | Hampton, Virginia

08/2024 – 12/2024

- Coordinated with directors to support daily marketing initiatives focused on increasing game attendance through creative engagement strategies, including theme nights for Men's and Women's Basketball.
- Collaborated with the ticketing/sales team to manage client relationships through calls and meetings, driving sales and event revenue to above \$500,000 for the 2024-2025 football season.
- Coordinated with team members to execute game activation deliverables, enhancing game-day operations and driving fan engagement through strategic planning and effective implementation.
- Generated a prospect list of over 100 prospects for group sales, resulting in capturing nearly 10% in sales for multiple games.

Atrium Health – Project Analyst | Charlotte, North Carolina

05/2022 – 08/2022

- Developed and presented monthly executive reports to analyze revenue from global VIP patients, showcasing data-driven insights and supporting financial planning and forecasting efforts within organizational operations.
- Contributed to project deliverables by managing international client interactions and developing a deep understanding of branding strategies.
- Supported senior executives by performing analytical reviews of budgets and financial statements, presenting progressive monthly internal reports to key executive leaders, and strengthening partnerships through effective, concise and timely communications.

LEADERSHIP & COMMUNITY DEVELOPMENT

Blitz Foundation – Co-founder | Charlotte, North Carolina

12/2020 – Present

- A group founded by Student-Athletes to combat homelessness, hunger, and poverty through fundraising, food drives, and clothes drives.
- Last Christmas, as a group we raised over \$400 and were able to donate over 80 toys to Center of Hope- Women and Children, Charlotte's women's and children's shelter.
- Coordinated with former Student-Athlete from Coastal Carolina to host a summer kick-off/reading program for minority children in Charlotte, donating 25 books.

Uplifting the Family (SACA) – Co-founder | Richmond, Virginia

09/2021 – 04/2022

- Assisted in creating a platform for student-athletes, including over 20 athletes from 3 sports, to connect, express themselves, and collaborate beyond the game.
- Hosted events for networking and relief from daily/environmental stressors, such as on-field seating for football games to network with boosters, etc.

M.A.P (Make-A-Play) – Student | Remote

12/2024-Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

ADDITIONAL SKILLS

- Programs: Microsoft Office Suite, Keynote, R Notebook

- Interests: Project Management (Healthcare), Sports Marketing, Data Analytics, Healthcare Administration, Sports and Entertainment