

# Patrick J. Harrington



## EDUCATION

<b>University of Miami – Herbert School of Business</b>	<b>Coral Gables, FL</b>
<i>Bachelor of Business Administration: Dual Major in Finance and Marketing</i>	<i>May 2025</i>
<ul style="list-style-type: none"><li>Curriculum Highlights: Business Analytics; Business Law; Business Technology; Digital Marketing; Intermediate Business Statistics; Organizational Behavior; Principles of Financial Accounting; Principles of Microeconomics; Principles of Macroeconomics; Professional Selling</li></ul>	
<i>Study Abroad Semester: Charles University, Prague, Czech Republic</i>	<i>Fall 2023</i>
<ul style="list-style-type: none"><li>Curriculum Highlights: Study of Communism in Eastern Europe</li></ul>	
<i>Awards/Honors:</i>	
<ul style="list-style-type: none"><li>Dean's list</li></ul>	<i>Spring 2023, Fall 2023</i>
<ul style="list-style-type: none"><li>Miami Herbert Managing Global Success Competition, Honors</li></ul>	<i>Fall 2021</i>

## ORGANIZATION

<b>American Marketing Association – University of Miami</b>	<b>Coral Gables, FL</b>
<i>President</i>	<i>December 2024 – May 2025</i>
<ul style="list-style-type: none"><li>Managed the recruitment, onboarding, and role assignment of new ten-member executive board while overseeing daily operations to develop innovative strategies, leading to our largest membership ever</li><li>Scheduled and organized weekly meetings with the executive board with structured agendas to facilitate collaborative and effective decision making</li><li>Represented the organization on the Dean's Council of Presidents, prepared and submitted all relevant documentation to ensure the organization remained in good standing with the University</li><li>Act as mentor to members as needed, e.g., in problem solving situations.</li><li>Identify guest lecturers, develop career scenarios to role play, host professional workshops—all to help members build clarity in their career path.</li></ul>	
<i>Vice President of Finance: Responsible for Chapter fiscal health</i>	<i>December 2022 – December 2024</i>
<ul style="list-style-type: none"><li>Develop and manage chapter budget: collaborate with members to approve projects and allocate requested funds; manage payables/receivables; collect dues.</li><li>Participate in projects assigned each fall by AMA national body designed to teach real-life business cases. e.g., collaborated with national news organization to increase market share, focusing on college students/young business professionals.</li></ul>	

## WORK EXPERIENCE

<b>Institutional Cash Distributors (ICD)</b>	<b>Cohasset, MA</b>
<i>Sales Intern: Assisted Sales to improve lead gen process</i>	<i>June 2023 – August 2023</i>
<ul style="list-style-type: none"><li>Investigated existing and new clients of global technology investment firm to increase lead generation opportunities, including identifying decision makers; plan resulted in 75 new account prospects.</li><li>Leveraged Salesforce, LinkedIn Sales Navigator and ZoomInfo in lead gen overhaul efforts, updating contact information/other data throughout the process.</li><li>Identified as an independent thinker, detail-oriented task master; tapped to execute additional projects in Finance, Marketing, and New Accounts departments.</li></ul>	

## SKILLS, ACTIVITIES & INTERESTS

Languages: Proficient in Spanish reading and writing; working knowledge of Spanish speaking  
Interests: Boston sports, Formula One, high fashion, hockey, lacrosse, Rihanna, travel