**Andrew Sendra**

­­­ Tampa, FL \* Available to relocate nationwide| 727-459-3819

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**PROFESSIONAL SUMMARY**

High-performing, energetic professional with BS in Finance and over 15 years combined experience in business analysis and finance. Life-long passion and quality experience with business valuations and project management, helping to cut costs, expand margins, and maximize profitability. Focused and quick-thinking, with ability to analyze, comprehend, and act upon changing market fundamentals. Strong work ethic whether working autonomously or collaboratively; excellent interpersonal skills within teams. Skilled at building relationships with clients; proven record of increasing clientele, delivering customer support, and cultivating customer loyalty. Adept at assessing needs, generating options, and implementing solutions in collaboration with clients and stakeholders.

**EDUCATION KEY STRENGHTS, SKILLS & KNOWLEDGE**

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| **University of South Florida**, Tampa FL  Bachelor of Science, December 2017  Muma College of Business  **Sigma Alpha Pi**, National Honor Society of  Leadership and Success.  Major: Finance  USF GPA: 3.5 | Microsoft Office Suite (proficiency  in entire suite of software/apps)  Spreadsheet design  Data visualization  Microsoft SQL  TD Ameritrade  Quicken  Computer Hardware skills: From RAID 0 to RAID 10 |

**Selected Course Work**

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| Adv. Corporation Finance  Business Calculus\*  Financial Institutions/Markets  Financial Modeling (Business Excel)\*  Law and Business\*  Adv. Business & Economic Statistics\* | Basic Marketing  International Finance  Macroeconomics\*  Microeconomics\*  Finance  Investments | Financial Accounting\*  Managerial Accounting\*  Management\*  Strategic Management\*  Public Speaking  Professional Writing\* |

\***Courses completed with highest-in-class grade ranking and/or A+ distinction.**

**RELEVANT ACTIVITIES**

***Day Trading / Financial Analyst / Advisor / Broker***

Worked from Home, Tarpon Springs, FL, 1997 – 2001

Beginning as a developing entrepreneur as a youth, I gained my first experience with securities day trading on E\*TRADE platform on how to invest and make a profit. Eventually I started advising others how to invest and make a profit for a fee.

**Highlights**:

* Identified timely buying/selling opportunities which consistently resulted in positive percentage returns.
* Simplified the complexities of securities to people who had zero experience.
* Private sector advising of select clients in which I earned a performance-based fee in the form of a percentage of profits.

**WORK EXPERIENCE**

***Senior Business Analyst / Management Consultant***

Global Resources, Chicago, IL (Worked from Tampa, FL) Jul 2019 – Sep 2019

Helped ailing small to mid-size companies turn their business around by conducting a quantitative and qualitative analysis of their business.

**Highlights**:

* Conducted extreme in-depth financial statement analysis to help pinpoint discrepancies, inefficiencies and mishaps which led to 50%-85% increase in business operations.
* Made recommendations that helped solve a variety of problems ranging from revenue generation, margin expansion, cost controls, competitive pressures and beyond.
* Entailed extensive travel and time management competency.

***Manager / Business Analyst*** ***/ Co-Owner***

Wallysburg Apartments, St. Petersburg, FL, 2001 – 2016

A 3-building 24-unit apartment community located in a family-oriented neighborhood near downtown St. Pete. Original role as the financial manager/analyst for parent-owned business, eventually transitioning to co-owner/general manager, and then to co-owner/general manager.

**Highlights** (upon assuming full autonomy as General Manager):

* Assured resident satisfaction by providing 24/7 availability and immediate response to all aspects of administration, maintenance, and tenant disputes.
* Achieved and maintained full occupancy (industry average is approximately 85%); maximized profits by greatly reducing turnover rates/costs.
* Managed and secured lucrative sale of business (March 2016), having established proven history of substantial profitability.

***Sales Account Manager***

BobCad-Cam, Palm Harbor, FL, 2005 – 2007

A computer aided design/computer aided manufacturing (CAD-CAM) software company that develops CNC (computer numerical control) software for engineers/mechanics to assist with the automation of machine tools.

**Highlights**:

* Generated business in assigned states, which rotated approximately three times per year.
* Executed successful sales strategy that consisted of identifying companies to benefit from CAD/CAM software; meeting with engineers/mechanics to ascertain specific automation benefits; presenting cost-benefit analysis to owners/managers; negotiating contracts to close the sales.
* Averaged $4,000 to $8,000 weekly revenue, $208k to $416K over the two-year employment period.

***Originator – Mortgage Broker***

Osborne Mortgage, Garden City, NY, 2001 – 2003

A small, start-up brokerage firm that quickly established a high-profile reputation for serving its customers with honesty, integrity, and expertise.

**Highlights**:

* Simplified the complexities of the mortgage borrowing process for clients by functioning as intermediary between clients and mortgage lenders.
* Generated robust business for company by focusing primarily on potential refinance opportunities at a time of historically low interest rate levels; calculated and presented to clients the benefits afforded by a refinance loan.
* Secured and verified relevant borrower information; evaluated financial status; worked with various lenders to secure the best loan for the homebuyer; provided follow-through with lender and client during approval process.
* Assembled closing documents required by title insurance company and initializing loans; explained repayment terms and other legal aspects of the loan to the borrower.

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| References provided upon request. |