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|  | OBJECTIVE |  |

Organized and motivated individual seeking a position in the business world, where I can utilize my communication and problem-solving skills to excel in the work place.

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|  | EDUCATION |  |

**University of Massachusetts – Lowell, MA Expected 2020**

 ***B.S.B.A Finance***

**GPA: 3.29**

Relevant Courses: Intro to Financial Statements, Financial and Managerial Accounting, Financial Management, Personal Finance, Business Analytics, Investment and Portfolio Analysis.

* Member of UML Men’s Rugby

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|  | SKILLS |  |

 - Microsoft Office Suite - Problem Solving - Teamwork

 - Written and Verbal Communication - Adaptability - Series SIE

 - PR4: SAP - Syteline: Bodine - Collections/Cash Applications

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|  | ACADEMIC PROJECTS |  |

Fall 2019 **BizCafe @ Interpretive Solutions: Coffee Shop Simulator**

* Learned about management, operations, marketing, and accounting by working with 3 class members on running a simulated coffee business.
* Competed against 6 other groups in the class graded on net profit and Revenue. (Placed 2nd with a net income of $44,755.94 and a revenue of $136,607.79 over a 12-week simulation.
* Made weekly decisions regarding weekly purchases, Staffing & Hours, marketing opportunities.

Fall 2019 **Stock-Trak: Virtual Stock Market Simulator**

* Received $100k in a virtual brokerage account.
* Used cash to manage a portfolio for the duration of the class.
* Traded stocks, options, futures, bonds and mutual funds from 50 global exchanges at real-time bid/ask prices.
* Gained real world knowledge on how the markets work.
* Competed against 30 classmates graded on Return Percentage and Cash Balance. (Placed 2nd won $300 Amazon Gift Card)

Spring 2019 **Analyzing Financial Statements**

* Researched and analyzed Apple and Samsung’s financial statements and used ratios analysis to predict subsequent organizational performance and reviewed industry differentiation.
* Established relationship between debts and shareholder’s funds. (Debt-Equity ratio)
* Explored the long-term solvency for both organizations.
* Calculated the price of stock in relation to earnings per share.

Fall 2018 **“Airpod” Marketing Plan**

* Designed an overall business plan to compete against Apple, Samsung and Bose.
* Outlined advertising and marketing efforts.
* Formed a marketing campaign that reaches out to our target market.
* Implemented various marketing strategies (External marketing message, Internal positioning goals, short-term and long-term goals)
* Researched competitors marketing position and what market share they were going after.
* Generated a SWOT analysis and identified our 4 P’s.

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|  | EXPERIENCE |  |

Summer 2019 **Signify North America; Philips Lighting** Andover, MA

* Reviewed and Monitored over 150 Accounts (PR4 SAP and A01 US01)
* Applied incoming payments to the correct customer accounts and receivable invoices. (Syteline: Bodine)
* Executed outbound collection calls in a professional manner while improving customer relations.
* Resolved Client-billing problems and assisted accounts receivable delinquency, applying great customer service in a timely manner.
* Identified issues attributing to account delinquency and discuss them with upper management. (Depending on escalation process)
	1. **PepsiCo** Wilmington, MA
* Collaborated with management, delivery, warehouse and frontline employees to build relationships.
* Achieved productivity goals set by delivery supervisor.
* Worked on a financial short sheet to ensure money owed was under $5,000 at the end of each period.
* Collection of checks and DSD’s for all small format in the Wilmington territory.

Summer 2017 **Unwind Social Intern** Boston, MA

* Assisted team with brainstorming and planning of future events.
* Researched specifications for equipment to determine costs.
* Structured and sent invitations to all required guests.
* Created and maintained excel spreadsheets.

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|  | VOLUNTEER WORK & ATHLETIC ACCOMPLISHMENTS |  |

* Taught young local children a range of football-specific skills in a clear, safe manner.
* Developed positive relationships with each participant.
* Senior year – Captain of Football and Wrestling teams.
* Most wins in Beverly High School Wrestling history. (133)
* Senior year – Award for most character and spirit. (Football)