



EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Bachelor of Business Administration, May 2015 <ul style="list-style-type: none">• Emphases in Corporate Strategy and Finance• Cumulative GPA 3.850/4.000; University Honors• Consulting Case Champion and National Finalist: Deloitte Undergraduate Competition• Consulting Case Champion: University of Michigan IBM Undergraduate Competition• Recipient of James B. Angell Scholar Award for 2 consecutive terms of all A's College of Literature, Science, and the Arts <ul style="list-style-type: none">• Cumulative GPA 3.960/4.000; University Honors• Recipient of William J. Branstrom Freshman Prize for ranking in top 5 percent of class	Ann Arbor, MI
EXPERIENCE Summer 2013	LANDMARK COMMERCIAL REAL ESTATE SERVICES Investment Sales Intern <ul style="list-style-type: none">• Integrated and organized data from multiple real estate-specific databases to locate property ownership and contact information for over 1200 leads, individually increasing investment sale lead count by over 100%• Built Excel model that incorporated internal CRM tool, calculators for cap rates, cash-on-cash, and IRR, and performance trackers, establishing structure for managing leads and eliminating inefficiencies for investment sales team• Reconstructed prior models to develop internal underwriting model, underwriting 3 properties to develop standardized format applicable to future deals regardless of size	Farmington Hills, MI
2011-Present	NEXECON CONSULTING GROUP Project Manager, Business Analyst, Client Sourcing Agent <ul style="list-style-type: none">• Managed team of 4 analysts while advising tool rental company on strategic issues, providing thorough business model and pitch deck that supported launch of beta version and prepared firm to approach investors• Developed framework to create and implement national cause marketing campaign, presenting asset analysis and social media packet to marketing team of C.S. Mott Children's Hospital to guide department in campaign's launch• Sourced 3 potential clients, strategizing and voting to determine optimal client portfolio, increasing Nexecon's potential client pool by over 9%	Ann Arbor, MI
Summer 2012	BENZINGA Business Development Intern <ul style="list-style-type: none">• Published over 40 articles on market-related websites including Benzinga, CityBizList, Marketwatch, Minyanville, Morningstar, SeekingAlpha, The Street, and Trefis, providing content for publications and generating positive press for clientele• Qualified potential customers through hundreds of cold calls and developed new sales and follow-up scripts for Benzinga's paid services, increasing customer base and establishing an effective sales plan to prepare for expansion of services• Updated recurring affiliate advertisements on Benzinga's website and monitored public perception of various clientele, strengthening relationships and increasing brand awareness for company partners	Southfield, MI
2011-2012	REPLENISH BOTTLING COMPANY Sales Intern <ul style="list-style-type: none">• Demonstrated Replenish products at all five Whole Foods Market locations in Michigan, selling over 125 bottles and 30 replacement pods while generating brand recognition• Reported directly to CEO and head of sales regarding sales volume and consumer product feedback, using data to help determine optimal days for demonstrations and other key events to help achieve highest marketing ROI	Ann Arbor, MI
ADDITIONAL	<ul style="list-style-type: none">• Studied European business in Germany and Slovakia, and traveled to 6 other countries• Completed 2 Modern Guild Mentorship Courses focused on Consulting and Finance• Raised \$1500 for the American Cancer Society as Mary Markley Relay for Life captain	