

# John B. Smith

Current Address:  
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Collegetown, State Zip

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Permanent Address:  
Street Name  
XXXXXXXX, XX 55555

## EDUCATION

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**Semi-Target University, GPA: 3.03 / 4.0**  
*Bachelor of Science in Systems & Information Engineering*  
*Minor in Economics*

**College Town, XX**  
Expected May 2016

**XXX in Valencia**  
*Study abroad program centered on language fluency and cultural emersion*

**Valencia, Spain**  
Summer 2013

**Top Tier Boarding School**  
*Boarding school for exceptional young men, Graduated magna cum laude*

**City, State**  
Graduated May 2012

## RELEVANT WORK & LEADERSHIP EXPERIENCE

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**Defense Contractor**  
*Business Development Intern*

**City, State**  
Summer 2014

- Identified and qualified strategic business opportunities ranging in value from \$18M to >\$1B consistent with campaign plans and core capabilities
- Created business account plans outlining account evolution, revenue trends, leadership goals, organizational charts, budget priorities, executive call plans, competitive landscape, strategic fit, win and pricing Strategy, and major challenges for \$280M in potential contracts
- After consulting Defense Contractor technical laboratory, aided solution architect through writing, editing and “red teaming” of an information request from the Health and Human Services government agency
- Presented potential opportunities, customer intelligence, and teaming strategies daily to Business Development team

**Startup Research Firm**  
*Intern: Team Leader*

**City, State**  
Spring 2014

- Coordinated weekly meetings to discuss research projects, team progress, and upcoming events
- Collected and analyzed data regarding Federal Reserve Bank enforcement actions from the past 12 years

## ACADEMIC PROJECTS

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**XX 2110: Android Application Design**  
*Project Manager*

**City, State**  
02/2014 – 04/2014

- Created weekly team and individual progress reports outlining key accomplishments through Sprint Backlog
- Oversaw project phases including design modeling, implementation, and “putting it all together”
- Lead bi-weekly meetings focused on mentoring, motivating and discussion of project goals
- Presented and demonstrated completed “Ghost Hunter” Android Application to mock client

**XXX 2001: Transportation Project**  
*Client: Maryland Department of Transportation*

**City, State**  
11/2013 – 12/2013

- Collected and evaluated data regarding 391 structurally deficient bridges in Maryland
- Determined which data categories were most relevant using statistical analysis
- Worked with team members to analyze bridge data and determine bridges in greatest need of repair
- Given \$100M budget, team generated 5-year repair plan optimizing number of bridges restored
- Constructed a presentation demonstrating results and recommendations for instructor/client

## SKILLS, ACTIVITIES & ADDITIONAL INFORMATION

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**Technical Skills:** MS Office Suite, JavaScript, HTML, SQL, MATLAB

**Activities:** Squash (*Play 3-4 Times per week, advanced proficiency*), Boy Scouts of America (*Eagle Scout, Trail Crew Leader*), XXXXXXXX Fraternity (*Apparel Chair*), St. Baldrick’s Foundation (*Raised over \$10,000*)

**Languages:** Conversational fluency in Spanish

**Interests:** Travel, Fly Fishing, Golf, Sporting Clays, Sailing