

## **Katherine Albers**

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Cell Phone: (513) 300-2653 Email: kealbers6@gmail.com

### ***Education***

**Loyola University Chicago, Chicago, IL**  
Bachelors of Science in Psychology  
Minors in Business Administration and Peace Studies

May 2014

**Xavier University, Cincinnati, OH**  
Masters of Business Administration – Emerging Leaders  
Values Based Leadership Concentration  
*Courses Completed by July 2016*

August 2015 – August 2016

### ***Employment History***

**Tony's of Cincinnati**

June 2015 – Present

*Hostess*

- Manage guests' welcoming experience from greeting, seating, reservations via OpenTable, answering phones and day-to-day operations activities at the front desk

**Interviewing Consultants, Inc.**

June 2013 – February 2015

*Candidate Recruiter*

*May 2014 – February 2015*

- Utilize a wide range of outlets to select qualified candidates for multiple positions simultaneously in a variety of industries from entry level to executive level positions
- Manage candidate interaction from initial phone screen, face to face interview, client interviews to on-boarding after hire

*Candidate Coordinator Intern*

*June 2013 – May 2014*

**Hollister Co.**

May 2011- January 2013

**Impact Team Member**

- Maintain merchandise flow, refilling merchandise on the floor and within the stockroom to company standards

### ***Activities***

**Cintas Graduate Ethics Fellow**

2015 – 2016

*Xavier University*

**Loyola Registered Student Organization: Invisible Conflicts**

2011 – 2014

*Campus Activities Network Representative*

*August 2013 – May 2014*

*Co-President*

*August 2012- May 2013*

*Treasurer*

*August 2011- May 2012*

**Campus Activities Network**

2013 – 2014

*Events Director*

*August 2013 – May 2014*

*Political/Social Issues Executive Director*

*Spring 2013*

**Loyola University Writing Center Tutor**

2011-2012

### ***Skills***

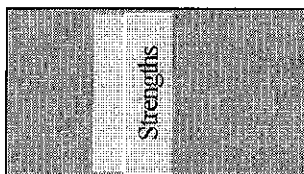
- Experienced in Microsoft Office Word, Excel, Outlook and PowerPoint
- Some experience in IBM SPSS Statistics software

# Mohammed Fahad Altwaijry

8236 Meeting Street, #109, West Chester, OH 45069  
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## Professional Summary

Dynamic MBA professional with 3+ years of business and project management experience. Excels within an innovative and collaborative environment. Demonstrated success as designing and implementing performance improvement plans and process mapping. Seeking an opportunity to work within an aviation, retail, or business operations setting.



1. Project Management and Planning
2. Business Development
3. Business Analysis
4. Quality Assurance
5. Business Process Management

## Education

*Xavier University, Williams College of Business, Cincinnati, OH* August 2016  
**Masters of Business Administration (MBA)**

*King Saud University, College of Engineering, Riyadh, Saudi Arabia* 2009  
**Bachelor's Degree in Industrial Engineering**

## Advanced Training

- **Professional Project Management, King Saud University, Saudi Arabia**
- **Six Sigma Course/Total Quality Management, King Saud University, Saudi Arabia**
- **Certified Business Process Management, Benue Group, Saudi Arabia**

## Projects

*ALNASSER Group, Riyadh, Saudi Arabia* 2014

### **Albukairiyah Project (SAP/Project Map)**

- Process mapped organization, defined responsibility Matrix, connect business units, redesigned data flow implementation to best serve organization and clientele.
- Launched first SAP Business Suite on HANA implementation of MENA region.
- Won gold award from SAP for EMEA/MENA, continued use effective presently.

*King Khalid International Airport, Riyadh, Saudi Arabia* 2009

### **Aviation Bird Strike Hazard Research Project**

- Collected incident data from bird strike damage, producing recommendations about nature of occurrences, cost analysis, migration behavior, and precautionary maintenance.
- Assessed strike hazard from the economic and safety approaches.
- Used MINITAB, SPSS, regression analysis, and fishbone technique to enter and analyze 200+ data points.

## Work Experience

*ALNASSER Group, Riyadh, Saudi Arabia*

### **Business Analytics**

DATE

- Managed analytical data including but not limited to customer traffic, conversion sales ratios, and rotational key performance indicators (KPI) to develop organizational performance measurements and action plan implementation for process improvement.
- Redesigned warehouse to increase spacing capacity from 1000 pallets to approximately 4000 pallets, saving \$200K in fees, and allowed for superfluous space to be rented for cost.

**Business Development Manager**

2014

- Launched 'Light Cube Project,' a demonstration tool which exhibits lighting effects on structures and space to best capture clientele experience, used as an innovative modeling catalyst at international workshop series and conventions.
- Developing relationships with architects and high profile clients.
- Expanded network of international suppliers, collaborating with Sales, Customer Service and Procurement team, planning product needs, price points, and product promotions.
- On-boarded and trained new staff about organizational concepts.

**Product & Quality Manager**

2010-2014

- Assisted with the transitional launch of the organization, completing international product sourcing to develop supplier relationships.
- Served as part of a team of 10 to implement the redesign of showrooms using third party vendors, promoting new concept modeling and consumer branding.
- Rebuilt and documented business processes for use for performance mapping and improvements.
- Using total quality management guidelines (80/20 rule) and mathematical modeling, defining successful products, branding them, and increasing profit margin from 48% to 55%.

*Safola Group, Riyadh, Saudi Arabia*

2010

**Operations Manager**

- Managed operations for large retail corporations, assigning product designations, and arranging products by code.
- Received inbound goods by category, assigning pickers, and placed products in warehouse.
- Arranged job orders by item and store, loaded and out-bounded products to be distributed to 200+ stores.

*ALMASHRIQ Construction, Riyadh, Saudi Arabia*

2006

**Engineering Intern**

- Supervised controlling workers to ensure staff was on time and task.
- Trained in Project Planning Management department learning project time planning and resources, using excel to enter material quantities.
- Training in engineering department learning about geographical sampling on structural engineering.
- Learned construction bidding process to learn to define project cost planning and proposals.

*Lucent Technology's Company, Riyadh, Saudi Arabia*

2002

**Communication Intern**

- Collaborated with the Communication and Project Management teams to develop maintenance scheduling using Excel spreadsheet.
- Learned developmental process for communication infrastructure of telephone towers and lines.
- Acted as a translator for third party vendors arranging appointment scheduling, as needed.

**Technical Skills**

- MINITAB Statistical Analysis Program
- VISIO

**Extracurricular/Memberships**

- *Alrabwa Soccer Club, President*
  - Organized soccer team, recruiting 14 teammates, managing funds, organizing training sessions, and played for 3 years, winning "Clean Team Award" for sportsmanship.
- *Saudi Engineers Community, Member*
  - Participate in engineering professional development workshops and training.
- *Alt wajry Family Charity Community, Youth Committee Member*
  - Organize educational and charity events to promote youth knowledge and enrichment.

**Languages**

- Arabic (Native)
- English (Fluent)

# Alex Arar

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*Highly motivated master's level business intelligence student with experience I.T. and database analyst experience. Successful history of utilizing analytic skills, strong attention to detail, and solution development to meet and exceed expectations. Seeking an entry-level opportunity in business intelligence that offers growth.*

## EDUCATION

*Xavier University, Cincinnati, OH* August 2016  
**Emerging Leaders Masters of Business Administration (MBA)** GPA: 3.5/4.0  
Concentration: Business Intelligence  
Relevant Coursework: Data Mining (Fall 2016)

*University of Kentucky* May 2015  
**Bachelors of Science, Economics** GPA: 3.2/4.0  
Minor: Business

## TECHNICAL SKILLS

- Microsoft Certification: Office 2010
- Tableau
- Excel
- SQL
- JMP
- SAS

## WORK EXPERIENCE

*Great Bay Energy, San Juan, Puerto Rico* June – August 2014  
**Business Analytics Intern**

- Ran 30+ queries daily in SQL database and created excel spreadsheets for traders, also became familiar with YESenergy
- Worked on the trading floor and with the IT department depending on the task.
- Utilized Quickbooks, to facilitate a 3 week inventory check of the office
- Reconciled inventory and server software accounts, updating and maintaining ...
- Assisted in the weather presentation during the meetings

*Cincinnati Eye Institute, Cincinnati, Ohio* May- August 2013  
**Digital Chart Manager**

- Improved the techniques and procedures for both the scanning and filing of digital medical charts in the EMR system (NextGen)
- Collaborated with IT to minimize file size of EMR's while retaining high quality image resolution

*Cincinnati Eye Institute, Cincinnati, Ohio* Summers 2011-2012  
**Surgical Assistant**

- Assisted patients with post-op and pre-op medications/ instructions.
- Training of new workers (taught sterile technique to new hires)

# Derrick Bellmann

3515 Rawson Place Unit 2, Cincinnati, OH 45209  
• 419-212-1453 • derrick.bellmann383@gmail.com

*Current MBA student with diverse customer service and administrative roles. Experience leading small teams, developing strategy and planning to increase sales and profit margins, and experience with data management. Seeking an opportunity in a leadership development program to increase business acumen.*

## EDUCATION

### **Bachelor of Business Administration in Management**

May 2015

*University of Kentucky, Lexington, KY*

### **Masters of Business Administration**

August 2016

### **Values-Based Leadership**

*Xavier University, Cincinnati, OH*

## RELEVANT CLASSWORK/PROJECT

### **Strategic Management MGT 499, University of Kentucky**

- As a team of 5, examined the current internal and external environment as it relates to Amazon to develop a plan to increase user base of their Amazon Prime streaming service.
- Developed a plan to increase awareness of Trader Joe's that would result in an increase of sales and customer base.

### **Small Business Management MGT 491, University of Kentucky**

- As a team of 4, developed a business plan for Starbucks to launch a new location and increase sales margins.
- Used local transportation data analytics to develop placement of store which would generate the most potential income per capita.

## WORK EXPERIENCE

*Goodyear Auto Service Center*

August 2014– May 2015

### **Customer Advisor/General Service**

Lexington, KY

- Interact with customers to create work orders, process payments, and make sales for services or parts in need of repair found during vehicle inspections
- Conduct vehicle inspections for mechanical issues and complete basic automotive repairs.

*Spangler Candy Company*

August 2012–April 2014

### **Multi-Process Operator**

Bryan, OH

- Collaborated with a team of 2-8 to package products and produce quality candy.
- Maintained production records including various temperatures, batches produced, product weights, and quality checks to ensure quality products.
- Served as adaptable team member while filling in at various positions on short notice.

*Underground Fitness Center*

October 2010–August 2011

### **Manager/Desk Worker**

Lexington, KY

- Managed a small team of administrative employees in order to ensure a clean and efficient facility.
- Assisted customers in signing out equipment and answered questions related to personal training
- Earned CPR certification

# John L. Burger

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5150 Michael Anthony Lane ▪ Cincinnati, OH 45247

## EDUCATION

### **XAVIER UNIVERSITY- MBA Program for Emerging Leaders**

August 2016

- 3.80 GPA

### **XAVIER UNIVERSITY – WILLIAMS COLLEGE OF BUSINESS**

- *Finance Major*

May 2015

- 3.616 GPA on 4.0 scale- graduated *Cum Laude* as a student-athlete

## WORK EXPERIENCE

### **Morgan Stanley – Summer Intern**

June 2014- August 2014

- Effectively managed over 100 client relationships for 2 financial advisors helping increase assets under management
- Proactively determined key relationships to nurture, established communication with them, and set up meetings with clients worth upwards of \$100 Million
- Recognized the opportunity to learn from the established financial advisors and requested learning opportunities; ultimately was permitted to sit in on several client meetings & build foundational knowledge of the financial market
- Distilled over 10 sales presentations from potential suppliers into key recommendations for the financial advisors, presented my specific notes, and eventually influencing the financial advisors to implement them

### **Cincy Wedding Services- Photography Booth Manager**

June 2015- August 2015

- Directed and managed photography services for over 10 Cincinnati-based weddings

### **HydroSystems - Assembly Technician**

June 2013 – August 2013

- Assembled chemical dispensaries that allowed companies to promote cleaner and safer facilities

### **LaRosa's Pizzeria - Cook**

July 2012- March 2013

- Effectively managed food orders to help make the White Oak Larosa's #1 in sales of all the Cincinnati LaRosa's

## ACTIVITIES AND ACHIEVEMENTS

### **2016 Academic All-American**

**Varsity Athlete on Xavier Men's Golf Team**-Walked-on my freshman year and had the highest scoring average on the team, recognized key outages with my performance and proactively sought to correct my weaknesses by leveraging the expertise of a swing coach, ultimately going from the worst player on the team to a starter & earning a scholarship for both my junior and senior year

**Voted by teammates as two-time team Captain and Most Improved Player**-As team captain, led 10 team members from varying countries, skillsets & beliefs, managed conflict, and established a culture to ultimately go from a team ranked 130<sup>th</sup> in the country to nearly winning the Big East Conference

### **1<sup>st</sup> Team All Big East Academic Team in both 2014 and 2015**

**Elected to the SAAC** (Student-Athlete Advisory Committee) - As the only individual chosen from the golf team, I organized and directed on-campus events, service opportunities, and created Big East Conference campaigns to prevent sexual assault and end on-campus violence

**Advanced to the Semifinals in the 2015 Cincinnati Metropolitan Amateur Championship of nearly 200 players**

## VOLUNTEER ACTIVITIES

**Led mission trips to both Honduras and New Orleans**- Partnered up with the organization *Operation Helping Hands* and was able to completely repair the outside of a home damaged by Hurricane Katrina in a week; I also aligned with the organization *Shoulder to Shoulder* in order to purify the locals' water supply, paint their school, and teach the children English

**Mission leader for Kairos**- Selected to lead a group of 9 student-leaders and 50 individuals from different backgrounds on a 3 day retreat program

**Led Xavier's Make a Wish**- Raised over \$4,000 for a 6 year-old boy who suffers from spina bifida to attend Walt Disney World with his family while also providing him with an unforgettable experience with his favorite Xavier Basketball players

## SKILLS

-Excellent communicator

-Proficient with Microsoft Office

-Works well with others

-Team and relationship building

-Unique leadership skills

-Keen attention to detail

-Financial/computational

-Problem-solving skills

-Desire to succeed

# Nikhila Chayapathy

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**Fall 2016 MBA Candidate at Xavier University focused on Business Intelligence and Data Analytics seeking internship/full-time position. Prior experience as IT Project Manager. Excellence in liaising between business and technical areas to achieve on-time, on-budget and on-spec project completions.**

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## Education & Certifications

- **Xavier University, Cincinnati OH**  
MBA, Business Intelligence and Data Analytics (Expected Aug 2016)  
Current GPA: 3.8/4.0  
Relevant Coursework: Business Intelligence, Data Mining, Operational Analysis
- **Visveswaraiah Technological University, India**  
BS, Information Science Engineering (May 2010)
- **ITIL V3 Foundation Certification (EXIN)**
- **Installing, Configuring and Administering Windows XP Professional Certification**

## Work Experience

**Infrastructure Project Manager, The Nielsen Company/Tata Consultancy Services, Bangalore, India (June 2013 - January 2015)**

- Responsible for ensuring a timely delivery of multiple projects simultaneously, distributed across geographies (North America, Asia Pacific)
  - Worked with stakeholders and various teams to define project scope, create a project plan and formulate a Statement of Work.
  - Proactively put in place quality control layers to monitor deliverables produced
  - Created a Risk Matrix to identify, analyse, measure and mitigate project risks. Created backup and rollback plans for identified risk points.
  - Effectively managed project expenditure, accounting, costing and billing documents.
  - Produced project plans to include validated functional requirements, scope, roles, responsibilities, budgets, timescales and resources.
  - Reported project status to the business and IT stakeholders – defined reporting template and frequency based on criticality of project tasks
  - Created Project Management Training Material, trained and groomed newly recruited project managers
  - Conducted internal review and quality check of all Statements of work produced by the Project Management Office
- Project types**
- 8 Office Move/Office Integration projects
  - 1 Data Centre Setup
  - 15 Application Infrastructure and Database setup projects

**Support Team Lead, The Nielsen Company /TATA Consultancy Services, Bangalore India (September 2010 to June 2013)**

- Communicated across multiple teams for process improvement and standardization
- Took ownership of escalated issues and work with the team to provide resolution
- Defined new processes to improve productivity and sharing best practices
- Owned team leadership during the time of new account transition

- Trained new Hires on business process

### Skills

<p><b>Infrastructure Project Management</b>  Office Moves  Office Integrations  Data centre Setups  Data Centre Consolidations  Application Infrastructure and database setups</p>	<p><b>Infrastructure Project Lifecycle</b>  Requirements Analysis  Costing &amp; Budgeting  Project planning and Implementation  Risk analysis/mitigation  Testing/QA/Rollout/Support</p>	<p><b>Value-Added Leadership</b>  Cross-Functional Supervision  Team Building &amp; Mentoring  Client Relations  Presentations  Budget planning  Vendor Management</p>
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### Leadership and Excellence

- Certified Aqua Aerobics Instructor
- Volunteered at Rotaract Club of India, participated in leadership development programs
- Headed the cultural activities committee for 4 years – Global Academy of Technology, Bangalore, India (2007-2010)
- Winner of over 20 gold medals at state, national level swimming meets between 1997 and 2013



# JASON P. CONWAY

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937-213-3991, jasonconway61@gmail.com

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## EDUCATION

- Master of Business Administration** Expected August 2016  
*Xavier University, Cincinnati, OH*
- Concentration: Pricing Strategy
- Bachelor of Science, Criminal Justice** August 2015  
*University of Cincinnati, Cincinnati, OH*
- Minor: Environmental Studies
  - GPA: 3.7/4.0

## EXPERIENCE

- U.S. Army*
- Administrative Clerk** February 2012 – April 2013
- Maintained detailed personal and professional records on over 100 personnel
  - Served as a direct assistant to the commander of the unit
  - Acted as a unit liaison with higher military organizational entities
  - Promoted from Private First Class to Specialist 6 months early for exemplary performance
- Field Artillery Computer Specialist** April 2010 – January 2012
- Deployed to Afghanistan in support of Operation Enduring Freedom from September 2010 to August 2011
  - Maintained and conducted operations on over \$400,000 worth of equipment
  - Provided quick and accurate supporting fire for ground troops engaged in deadly, close-range combat
  - Received and maintained a secret security clearance
  - Promoted from Private Second Class to Private First Class 3 months early for exemplary performance

## ADDITIONAL EXPERIENCE

- Sales Support**, Macy's, Cincinnati, OH August 2015 – Present  
**Unload Associate**, Lowe's, Cincinnati, OH August 2013 – August 2014

## INTERNSHIP

- Warren County Pretrial Services, Lebanon, OH*
- Intern** January 2015 – March 2015
- Reviewed and organized files containing case details and criminal history of individual offenders
  - Assisted and observed probation officers in their daily operations with offenders
  - Collaborated with the specialist who assisted offenders in their search for employment

## HONORS

- Recipient, Dean's List, 5/6 semesters, University of Cincinnati, Cincinnati, OH, 2013 - 2015
- Recipient, Army Good Conduct Medal, U.S. Army, Ft. Campbell, KY, 2013
- Recipient, Combat Action Badge, U.S. Army, Ft. Campbell, KY, 2011
- Recipient, Army Commendation Medal, U.S. Army, Ft. Campbell, KY, 2011

# Bryce Daugherty

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**Aspiring young professional working towards a Masters of Business Administration degree. Offering 6 months of cold call sales experience in outside sales and 3 months of sales management experience. Currently seeking internship and/or career in sales, marketing, or data analytics.**

## Education

### **MASTERS OF BUSINESS ADMINISTRATION**

*XAVIER UNIVERSITY: AUGUST 2016*

Concentration: Pricing Strategy

Cumulative GPA 3.87/4.00

### **BACHELOR OF ARTS, HUMAN BIOLOGY**

*INDIANA UNIVERSITY BLOOMINGTON: DECEMBER 2014*

Concentration: Human Health and Disease

Cumulative GPA: 3.53/4.00

**Skills:** ·Negotiation ·Customer Relations ·Critical Thinking ·Persuasion ·Working Knowledge of Regression Analysis

## Sales Experience

### **AREA SALES MANAGER | THE STUDENT MEDIA GROUP | MARCH 2015-AUGUST 2015 | NEWARK, DE**

- Monitored team of 8 individuals' performance and motivated team to reach targets by collaborating with and advising Student Sales Representatives at surrounding locations within the region.
- Created and maintained a relationship with 39 new and 7 previous clients in order to increase sales within the company and finish 2<sup>nd</sup> out of 40 sales representatives by selling over **\$17,000** in revenue over a ten week period.
- Collected feedback from previous and potential clients in addition to competitive products to use for market research.

## Research Experience

### **RESEARCHER | THE INDIANA UNIVERSITY DEPARTMENT OF ANTHROPOLOGY | FALL 2013 | BLOOMINGTON, IN**

- Conducted a study on the topic of whether the cranial capacity can be used to predict the percentage of fruit in the diet of non-human primates by assembling a collection of past research publications in order to analyze past literature.
- Compiled own research data and analyzed that data to see if there was a linear progression or other clear patterns between the cranial capacity of non-human primates and the fruit in their diets by creating graphs in Microsoft Excel to show distributions.
- Communicated the results of the study in a 10 page research paper.

## Content Management Experience

### **RFP AND CONTENT MANAGEMENT ASSOCIATE | VANTIV, INC. | JANURARY 2016-CURRENT | CINCINNATI, OH**

- Responsible for supporting Vantiv's Merchant Services sales representatives with their RFP and proposal submittals by initiating document drafts and researching and editing the company's answers to client questions.
- Participate in proposal review calls with the assigned proposal team when possible.
- Support the continued development of content within the Content Management Database (Qvidian) by validating and updating existing answers through internal Vantiv SMEs and editing content within the database.

## Communication Experience

### **TUTOR | CONNECTIONS TUTORING AND CONSULTING | NOVEMBER 2015-CURRENT | CINCINNATI, OH**

- Create an individualized academic plan to target the specific needs of each student.
- Consult regularly with parents and assigned student(s) to implement and develop study skills for student(s) in order to provide an optimal level of academic enrichment.

## Pramod Kumar Dubey

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[www.linkedin.com/in/PramodKDubey](http://www.linkedin.com/in/PramodKDubey)

### Summary

Certified Six Sigma Black Belts, 10+ years of extensive experience in Quality Management, Operations, Quality Auditing, Process Planning & Redesigning, in the Health Care, IT, and other sectors. Proficient application experience Six Sigma and Lean techniques for process optimization and Quality Projects. Successful track record of delivering results for real world business problems, as well as program deployment infrastructure accountability for bottom line results. Result oriented, self-driven, highly motivated, smart and hungry to learn new technologies, methodologies, strategies and processes.

### Strengths

Statistical Analysis	Business Intelligence	Expert Level MS Office Applications
Quality Assurance	Mentoring	Operations
Balanced Score Card	Auditing	Project Management
Mini-tab	Team Player	Team Building

### Work Experience

#### Xavier University (Learning Assistance Center), Cincinnati, OH

Oct 15 to Present

##### Alternate Text Coordinator

- Understand the need of students with learning disabilities
- Coordinate with Professor for required text book for student with learning disabilities
- Work with Publishers to have alternate text format for student with learning disabilities
- Convert books into an alternate text format for students with visual and learning disabilities
- Maintain track of books need to be converted in to alternate text
- Assign and work closely with alternate text worker to ensure quality of conversion
- Maintain alternate text database
- Maintain student distribution log

#### Technosoft Pvt. Ltd, Chennai, India

Sep-10 to Jun-11

##### Sr. Manager – Quality

- Headed a team consisting of 49 Auditors for managing the quality
- Derived process transformation and continuous improvement initiatives for Healthcare client engagements while building a process excellence culture and ensuring an effective quality program for clients
- Derived process management rigor to ensure superior service delivery by meeting / exceeding customer SLAs. This required extensive interaction with clients to understand and capture all requirements to assist in set up of SLAs and continuously benchmark processes, baseline performance and target setting
- Supported in development of process improvement and innovation strategy for client business
- Planned and executed projects; managed process improvement program for client engagement(s)
- Acted as business interface for client transformation teams, technology and operations teams
- Developed/Maintained relationships with key business leaders and other stakeholders to drive improvements
- Facilitated the sharing of best practices from within and outside the organization and implement them and drive performance benchmarking
- Trained leadership on quality tools and concepts and mentored GBs
- Been part of business development in select areas; supported in RFP, RFI responses from quality perspective.
- Actively participated in client visits, showcasing transformation case-studies
- Was responsible for ensuring smooth set up and functioning of QA to meet business, internal and certification requirements; this involves gathering client requirements for building QA plan, supporting migration team for implementation of QA plan for new client processes and ensuring consistent delivery on QA program

#### E. I. du Pont de Nemours and Company, Hyderabad, India

Nov-08 to Apr-09

##### Quality- Leader

- Headed Quality team for transition of the processes
- Managed team consisting of 14 Auditors for managing the quality of Accounts Payable processes
- Developed Access application to sort out Duplicate invoices
- Responded to all vendor inquiries
- Reconciled vendor statements, research and correct discrepancies
- Assisted in month end closing

- Maintained files and documentation thoroughly and accurately, in accordance with company policy and accepted accounting practices

**Apollo Health Street Ltd., Hyderabad, India**

**May-06 to Oct -08**

**Deputy Manager – Quality**

- Joined as Ass. Manager Quality
- Selected for Six Sigma Black Belt Training among 1050 employees
- Headed a team consisting of 35 Auditors for managing the quality
- Managed and executed high impact business / organizational projects, which were cross functional in nature.
- Generated business impact / client value adds through Continual Improvement initiatives or transformational thought processes
- Supported all geographies in Continual Improvement initiatives
- Supported all other Business Excellence initiatives e.g. CSAT, Internal Customers Satisfaction (ICSAT), Operations Self Assessments (Health checks), implementation of Transition Methodology
- Been part of Alignment of organizational metrics to Excellence frameworks
- Implemented strong governance to address Operations Quality and Improvement projects and initiatives

**Backend Bangalore Inc, Bangalore India**

**Aug-04 to Apr -06**

**SQA**

- Met with system users to understand the scope of projects
- Worked with software developers and project support teams
- Identified business requirements
- Done stress testing; performance testing; functional testing; scalability testing
- Written and executed test scripts
- Ran manual and automated tests
- Tested in different environments including web and mobile
- Written bug reports
- Reviewed documentation
- Worked towards departmental and project deadlines
- Presented findings to software development and business user teams
- Worked on multiple projects at one time

**Manipal Omega Pvt. Ltd., Bangalore, India**

**Aug 02 to Jul-04**

**Team Leader – Quality**

- Headed a team consisting of 19 Auditors for managing the quality
- Performed KEY role in ISO 9001 certification
- Worked Off shore process reengineering
- Identified feasible system solutions on Process Improvement
- Set up & maintained CTQ (Critical To Quality) / CTP (Critical To Process) targets for the process & team.
- Conducted Audits on compliance towards all the routine Internal Processes
- Analyzed, prepared, and distributed quarterly audit outcomes including error trends, to the Business Unit Directors
- Conducted ad hoc file audits against business process flows when new business practices are set in place to monitor adherence to Process Flow as it relates to regulatory compliance
- Assisted in the development and delivery of HIPAA measure training assessment, as well as assisting in the orientation of new Quality Auditors
- Conducted provider and/or member research as needed
- Participated in the development/improvement of the operation processes
- Completed other assigned functions, including special projects, as requested by management.

**DSS Mobile Communication Pvt. Ltd (Mobilink), Bangalore, India**

**Jan-00 to Jul-02**

**Team Leader - Operations**

Joined Mobilink as Executive and got promoted as Team leader with in a year. I was heading a team of 5 executive for HP Presales Help desk.

**Six Sigma Projects Experience**

**Black Belt Project – “Reduce Company Wide Attrition by 50%”**

Attrition levels are a primary parameter to evaluate the business performance of any company in the IT/ITES industry. Most of the companies in this industry suffer from high attrition levels due to stressful nature of job, odd

working hours, social concerns etc. Nominated by Senior Management to use Six Sigma Methodologies to reduce attrition levels in the company.

- Resulted in direct cost savings of **\$100,000** to the company in terms of lower recruitment costs, training costs, administrative costs and higher productivity
- Created a process map for Employee Development, made input/output flow charts, understood and eliminated all non-value added activities in the system
- Did fishbone analysis, and cause and effect analysis to understand the impact of each variable on attrition
- Selected major variables and did Failure Mode Effect Analysis to understand the impact of failure of a particular variable on attrition.
- Did Hypothesis Test to validate the impact of variables on attrition
- Did process and policy review and modified them as per current requirements.
- Redefined hiring process as per desired/undesired profiles
- Introduced Town-hall and Skip level process to enable employees to raise and get solutions to their concerns.
- Conducted Feedback surveys to understand and train supervisor behavior and people management skills

### **Black Belt Project – “Increase Quality percentage to 98% for Data entry process”**

Quality percentage is one of the primary parameters to evaluate the performance of a process in any industry. Number of Time Company loses good processes due to low quality percentages.

- Earned extra incentive of **5-15%** by achieving and crossing quality targets set by client.
- Redefined sampling strategy and sampling percentage to gage correctly quality of the process.
- Identified and reduced understanding gaps between operators by conducting several rounds of MSA.
- Using PFD’s identified and eliminated non value adds activities and their impact on quality.
- Using FMEA identified mode of process failures and designed appropriate solution to overcome them.
- Introduced dual monitor in production which impact in improving quality and productivity
- Introduced specialty base data entry process to ensure there should be less impact when new batch join the process.

**Successfully mentored 8 Green Belt project in 2007-2008.**

## **Academic Credentials**

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- ✓ **MBA (Business Intelligence)**, Xavier University- Ohio, Fall 2015 - Summer 2016 **GPA: 3.77/4**
  - ✓ **Significant Modules:** Data Mining, Business Intelligence, Operations Analysis, Database Management
- ✓ Bachelor of Art and Bachelor in Law, Osmania University, India, 2010- 2015 **GPA: 3.2/4**
- ✓ Bachelor of Science, JNRV University, India, 2007 **GPA: 3.15/4**
- ✓ Advance Diploma in Network Computing from NIIT.

## **Skills**

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### **Programming**

- ✓ Proficient with MS Word, Excel, and PowerPoint
- ✓ Knowledge of MS Access
- ✓ Learning Big Data and Hadoop from IBM University
- ✓ Learning JMP in Data Mining course work
- ✓ Minitab-15.0

**Languages :** Fluent in Hindi (India) & Avadhi (India).

**Soft Skills:** Focused, Imaginative and persistent.  
Highly adaptable and friendly.

**Certification :** Six Sigma Black Belt, BMG India in August 2007

**ADDRESS**

130 Valley Forge Drive  
 Loveland, OH 45140

**MOBILE PHONE**

(985) 290-0896

# Ammanda K. Elliott

**EMAIL**

[ammandaelliott@gmail.com](mailto:ammandaelliott@gmail.com)

[elliotta7@xavier.edu](mailto:elliotta7@xavier.edu)

**LINKEDIN**

<https://www.linkedin.com/in/ammandaelliott>

*developer, empathy, adaptability, positivity & includer*

**EDUCATION**

**Xavier University** — *Cincinnati, Ohio*

**August 2015 – Present**

- Master of Business Administration, Candidate
- GPA: 3.34

**Concentration:** *Values Based Leadership*

- **Honors:** Cintas Ethics Graduate Fellowship, Graduate Fellow

**Baylor University** — *Waco, Texas*

**August 2011 – May 2015**

- Bachelor of Social Work, May 2015

**Minor:** *Poverty Studies/Social Justice*

- **Honors:** Baylor Interdisciplinary Core (Honors Program) Graduate

**WORK EXPERIENCE**

**China Spring ISD** — *Social Work Intern*

**August 2014 – May 2015**

- Assess and evaluate students experiencing difficult situations and what steps to take to assist the individual
- Engage with students in disciplinary-Alternative Education Program to identify strengths and options for better alternatives improve health, behavior and overall wellness
- Working in conjunction with the school district's administration, teaching staff, and counselor staff to pinpoint where assistance can be found in the community
- Facilitate Peer Leadership and Assistance classes with selected Juniors and Seniors; serving as first year members supervisor to monitor visits and service projects

**Camp Waldemar for Girls** — *Head of Waterfront*

**Summers of 2014 & 2015**

- Ran the largest department, Waterfront, after one year of recognized dedication and leadership
- Devised schedules for over 300 campers & 30 staff members for successful recreation time during the month
- Maintain balanced lesson plans for both beginner and advanced swimmers
- Promote vigilance in water safety and routine monitoring by on-shift lifeguards

**ACTIVITIES AND HONORS**

**Baylor University Student Foundation** — *Student Recruitment Co-Chair*

**April 2014 – May 2015**

- Lead the Student Recruitment committee to coordinate trips for nineteen upperclassmen students to travel around Texas meeting and sharing Baylor's mission with potential students
- Collaboration with Admissions, Campus Visits, and Development Departments at Baylor University to assist with recruiting events and constituent engagement

**Baylor University Student Foundation** — *Campus Promotions Member*

**August 2013 – May 2014**

- Facilitated a number of on-campus events like Freshmen Follies, Bearathon (half-marathon) & 5K Races utilizing teamwork, flexibility and creative skills to deal with any issues that arose surrounding event; planned and executed eight social events to build relationships and fellowship within the organization using creativity and customer service to bring events and people together
- On the Publicity committee for the Bearathon informed the potential participants and community companies to raise necessary funds for a successful race to complete goal of fundraising for student scholarships

**RELATED SKILLS**

COMMUNICATION, LEADERSHIP, CUSTOMER SERVICE, PROJECT MANAGEMENT, BASIC ACCOUNTING & FINANCIAL MASTERY, AND PROFICIENT IN MICROSOFT OFFICE & iWORK.

## Mariah Deneen Fambro

Temporary Address: 3800 Victory Pkwy Cincinnati, Ohio 45207 Vil 56a

Permanent Address: 5043 Yellowstone Park Dr. Fremont, CA 94538

(510) 688-8930

Email: Mariahdfam@gmail.com LinkedIn: www.linkedin.com/in/Mariahdfam

*Dynamic and energetic professional with exceptional talents for managing time and projects. Innovative and results-driven with a host of transferrable skills in marketing, strategy, and consumer relations. Reputation for developing productive business relationships at all levels. Seeking a marketing or management opportunity where creativity and origination are embraced.*

### Education

*Xavier University, Williams College of Business*

**Masters of Business Administration**, Concentration: Value Based Leadership 2016, Candidate

**Bachelor of Science in Business Administration**, Major: Marketing 2015

- Studied Abroad at *Maastricht University*, Maastricht, Germany 2015
- *Relevant Coursework*
  - Social Media Marketing-Created different social media marketing strategies for a Bay Area start up, Promoted the SOOT brand during and after their Kickstarter campaign, B2B Marketing, Marketing Research, Consumer Behavior.

*Xavier University, Cincinnati, OH*

2016

**International Business Ethics and Compliance Certification**

*Technical Skills*: Proficient in Microsoft Office Suite, HubSpot and Google Analytics

### Work Experience

*Xavier University Office of Resident Life, Cincinnati, OH*

Aug 2013-Present

**Resident Assistant**

- Won Fenwick Resident Assistant of the Year 2014-2015 for community building and program development, and team management
- Organize and promote programs and activities to ease the transition into college for 75+ residents
- Assist a team to enforce the policies consistently, using disciplinary measures as needed
- Build positive relationships and act as a confidential source and campus resource
- Report and manage emergencies in high stress situations

*I Heart Media, Cincinnati, OH*

May 2015-Present

**Moderator/Analyst**

- Moderate and organize audience for 3 focus groups (20-30 participants) managing 60+ data points
- Created comprehensive summaries and reports of the findings
- Categorize verbatim information from surveys and other audience research resources

*StreamSpot, Cincinnati, OH*

Sept 2015-Dec 2015

**Brand Ambassador and Social Media Marketing Intern**

- Created innovative social media strategies to promote our services and brand image
- Analyzed consumer interactions to help gauge their interests and suggestions
- Worked collaboratively with the Director of Marketing to create effective posts on multiple platforms to grow our companies consumer base

*Macy's, Cincinnati, OH*

Summer 2014

**Studio & Corporate Accounts Credit Granting Intern**

- Created an auto updating studio hierarchy reports on Excel
- Worked with a team of 8 to keep corporate liaisons updated
- Presented innovative ideas to managers and directors to make processes more efficient

*Elaut USA at California's Great America*

May 2012-Aug 2013

**Redemption Clerk and Arcade Maintenance Specialist**

- Provided friendly customer service for hundreds of children and adults a day
- Helped fix basic arcade machine malfunctions

**Achievements/Co-Curriculars:**

*Cintas Graduate Ethics Fellow, Xavier University*

2016

**Fellow**

- Selected to represent environmental ethics

*Black Student Association (BSA), Xavier University, Cincinnati, OH*

**Secretary**

2014-2015

**Member Antonia Johnson Scholarship Gala Committee**

2013-2014

**Cultural Committee Co-Chair**

2012-2013

- Accurately recorded board meetings and was persistent with getting information to the members
- Assisted the Co-Chairs in coordinating details for the event
- Coordinated culturally diverse programs for the Xavier student body

*Ladies with Emphasis on Achievement and Distinction (LEAD)*

2012- 2015

**Director of Internal Affairs & Retreat Chair**

- Implemented feedback to the other board members to work more cohesively
- Delegated tasks to my committee to plan a retreat program

*Kellogg's, Fluent Group, Cincinnati, OH*

2013-2014

**Marketing Participant**

- Provided critical feedback on newly tested products

Xavier University Peer Leader 2014-2015

- Acted as a mentor and resource for incoming freshmen

IT Ambassador 2012-2015

- Educated Xavier Students on the variety of systems they can access on campus

**Community Engagement:**

*Alternative Breaks, Xavier University, Cincinnati, OH*

Feb.-Mar. 2015

**Ambassador**

- Water in Communities permaculture trip to Puerto Rico
- Created a piping system for grey water use
- Created swales for natural irrigation

*Winton Hills Academy and Boys and Girls Club, Cincinnati, OH*

2013

**Youth Mentor**

- Mentored and tutored young elementary students

*Xavier University Gospel Choir, Cincinnati, OH*

2013

**Performer and Volunteer**

- Visited assisted living facilities, veterans homes and soup kitchens in the North East region to provide a meal as well as entertainment



# Stephanie Fiorelli

[513]410-0212 fiorellis@xavier.edu www.stephfiorelli.com

## SUMMARY

MBA student with digital engagement, writing, and research experience, seeking summer 2016 internship. Proficient in the professional use and analytics of Facebook, Twitter, Instagram, Pinterest, and Blogger. Experience with Drupal, PhotoShop, Sprout Social, and Survey Monkey.

## SKILLS

Social media (Facebook, Twitter, Pinterest, Blogger, Instagram, Tumblr), Drupal, PhotoShop, InDesign, HootSuite, Sprout Social, data analysis, writing, research, and AP style.

## EDUCATION

<b>Xavier University Emerging Leaders MBA</b>	August 2016 (expected)
<b>Xavier University: Williams College of Business</b> B.S.B.A, University Scholars Program Major: Marketing Minor: Entrepreneurship Major GPA: 3.6 Overall GPA: 3.524	May 2015

## WRITING AND MARKETING EXPERIENCE

<b>Partnership for Innovation in Education</b> <i>Case Writer</i> <ul style="list-style-type: none"><li>• Interview owners and managers of local businesses</li><li>• Research company, product, and industry information</li><li>• Synthesize this information to write engaging cases that help students learn critical thinking skills and reinforce teacher-taught math and business skills</li></ul>	October 2014-present
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<b>dooley media</b> <i>Social Media Marketing Intern</i> <ul style="list-style-type: none"><li>• Collaborated with team to design new social media promotions for clients</li><li>• Organized monthly social media impact reports</li><li>• Wrote copy for Bob Pulte Chevrolet</li><li>• Scheduled content using Hootsuite</li></ul>	May - October 2014
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<b>Xavier Center of International Education</b> <i>Communications Intern</i> <ul style="list-style-type: none"><li>• Wrote copy about Xavier's study abroad programs, cultural events on campus and in the community, and travel</li><li>• Created graphics using PhotoShop</li><li>• Managed Facebook pages for Xavier London and Rome trips</li></ul>	September 2013-August 2014
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**Cincinnati Museum Center**

August 2013- May 2014

*Digital Engagement Intern*

- Analyzed the museum's national competitors' social media activities and presence
- Updated website and calendar using Drupal
- Curated Pinterest boards
- Responded to Trip Advisor reviews
- Collaborated with copywriter to create the "Weddings at Union Terminal" web page

**Kao Brands Challenge**

September - December 2013

*John Frieda Sheer Blonde*

- Selected as one of sixteen students to compete in a rigorous semester-long program developing a marketing campaign for John Frieda's Sheer Blonde line
- Analyzed surveys and interviews for insight into consumer mentality and preferences
- Designed and built an in-store display to increase attention for product line
- Wrote copy for two print ads
- Created social media plan utilizing Facebook, Twitter, Pinterest, Youtube, and Vine

**Xavier London Study Abroad**

September 2012-present

*Social Media Manager*

- Promoting the Xavier London program to future students and parents, while informing current students about events, deadlines, and travel tips
- Wrote and analyzed a social media survey about what content students enjoyed and what new content they desire

**Xavier Active Minds**

June 2012-present

*Social Media Manager*

- Write engaging content about mental health, club meetings, and upcoming events
- Created club's first materials inventory
- Organized mental health care-package program, where over 1,000 freshmen received information about mental health resources, emergency procedures, stress management techniques, and promotional material about the Xavier chapter of Active Minds

**ADDITIONAL EXPERIENCE****Jazzercise Norwood**

May 2007-present

*Childcare provider*

- Use multi-tasking and problem solving skills to take care of up to 15 children
- Praised by both mothers and boss for patience and emphasis on creative activities and reading

**ACHIEVEMENTS**

- International Business Ethics and Compliance Certificate Program
- Dean's List: Fall 2012-present
- Girl Scout Gold, Silver, and Bronze Awards for leadership

# Zachary Robert Galley

zachgalley6@gmail.com (302) 331-1586

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**Objective:** To obtain a challenging internship and contribute to company growth and success

## **Education:**

**Master of Business Administration, Emerging Leader (ELMBA)** Anticipated August 2016

Xavier University, Cincinnati, Ohio

**Concentration: Business Intelligence**

**Bachelor of Science – Speech Pathology and Audiology**

Received May 2015

West Virginia University, Morgantown, West Virginia

## **Experience:**

JNC Management-Sales Representative, Morgantown, West Virginia

2013-2015

- Responsible for individually running store operations
- Used customer-focused selling strategies designed to maximize overall sales
- Maintained store inventory and money from daily sales

Monongalia General Hospital, Morgantown, West Virginia

2014

- Shadowed Bruce McKee MS, CCC-SLP, Director, Rehab Services
- Assisted and observed treating patients at bedside
- Assisted and observed writing medical reports

Fieldcrest Hall Resident Assistant, Morgantown, West Virginia

2012-2013

- Managed a university residence hall floor
- Counseled students on various personal and academic issues
- Maintained a budget report of all the hall's programs

Ronald McDonald House, Morgantown, West Virginia

2012

- Volunteered for a total of 237 hours over summer break
- Interacted with children and families to make their stay more enjoyable
- Participated in fundraising events for the house

Student Recreation Center–Lifeguard, Morgantown, West Virginia

2011-2012

- Responsible for the safety of the guests
- Responsible for pool cleaning and upkeep
- Focused on teamwork with fellow lifeguards

## **Research:**

- Summer Research Fellowship, Morgantown, West Virginia 2012
- Researched the affects of nicotine on head and neck cancer cells
  - Youngest of five undergraduates selected
  - Presented finding in research symposium
- Research Assistant Under Scott Weed, Ph.D., Morgantown, West Virginia 2011-2012
- Assisted in head and neck cancer cell research
  - Responsible for laboratory maintenance and upkeep
  - Attended weekly laboratory meetings and conventions

## **Activities and Honors:**

- Top 12-Senior Capstone Poster Presentation 2015
- President's Volunteer Service Award-Gold Level 2012
- Scholar of Promise Award 2012

## **Skills:**

### Communication

- Excellent in presenting and communicating complex ideas clearly
- Excellent written communication skills

### Leadership

- Skilled in delegating tasks and motivating team players to achieve best goals
- Able to work independently and under any situation

### Customer Service

- Friendly and open-minded; Committed to client satisfaction
- Relate well to people from a variety of cultures and socio-economic conditions

### Microsoft Office

- Fluent in all Microsoft Office programs
- Ability to apply these programs to improve organization and production in the work place

### Macintosh and Apple Product Application

- Experience with all Apple products; Ability to adapt to new and changing products
- Ability to apply these products to improve organization and production in the work place

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# BRADEN J. GARNER

120 E. Mitchell Avenue  
Cincinnati, Ohio 45217

513.703.8602  
garnerb@xavier.edu

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## SUMMARY OF QUALIFICATIONS

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Talented graduate student, seeking opportunities in brand marketing. Strong foundational knowledge of sales and marketing with additional knowledge obtained through coursework in finance and business administration. Show independence and leadership in the face of obstacles. Extremely persuasive with the ability to identify and close sales. Exceptional time management, organization and team building skills.

## KEY SKILLS AND ABILITIES

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- Marketing Strategies
- Strong Basketball Background
- Active Learning
- Oppositional Scouting
- Film Breakdown
- Basketball Coaching
- Basketball Officiating
- Research & Analysis
- Excellent Computer Skills

## EDUCATIONAL EXPERIENCE

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XAVIER UNIVERSITY, -WILLIAMS COLLEGE OF BUSINESS- CINCINNATI, OHIO *August 2016*  
*MBA; Emerging Leaders Cohort; GPA: 3.3/4.0*

XAVIER UNIVERSITY, WILLIAMS COLLEGE OF BUSINESS – Cincinnati, Ohio *May 2015*  
*Bachelor of Science; Marketing*

## RELEVANT EXPERIENCE

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### XAVIER UNIVERSITY BASKETBALL PROGRAM

#### *Women's Program Assistant*

*2013-2016*

Responsible for day-to-day operations of Women's team practices and games. Film all home games, transcode files, and download game footage of future opponents for use in scouting and breaking down the opposition. Scout opponents live when possible. Utilize X OS Digital Software, ezXhange, Dragonfly, and Synergy Sports platforms. Member of the Men's scout team which competes against the women during practices.

#### *Men's Program Assistant*

*2011-2013*

responsibility for day-to-day operations of Men's team practices and games. Organized sponsor equipment (Nike) and video film used on a daily basis throughout the season and during the offseason. Planned and coordinated official and unofficial recruiting visits to create memorable experiences for recruits.

### OHIO HIGH SCHOOL ATHLETIC ASSOCIATION- CINCINNATI, OH

#### *Basketball Official*

*2013-Present*

Referee high school basketball games to maintain standards of play, player safety, and enforcement of basketball rules. Inspect facilities, sporting equipment, and individual participants prior to the start of play. Verify contest scoring, declare an official victor, and prepare/file post-game reports with the OHSAA.

### DYNASTY AAU, CINCINNATI, OH

*2012-Present*

#### *Boys Head Coach, 10<sup>th</sup> Grade*

Instruct high school athletes in fundamental skills, strategy and the physical training for success. Year round individualized skill instruction, by position, to develop player's skill sets. Schedule, coordinate and execute highly effective practice sessions. Oversee all administrative aspects of the AAU program: Tournament scheduling and registration, Coaches training and certification, AAU player registration, AAU and NCAA compliance.

- 2014- 16U 5<sup>th</sup> Place finish in District (Ohio) Championship Tournament- Cincinnati, OH
- 2014- 16U 12<sup>th</sup> Place finish, Division I AAU National Championship Tournament- Louisville, KY

## WORK HISTORY

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### NIKE, INC., NIKE FACTORY STORE- CINCINNATI, OHIO

*2013-Present*

#### *Footwear Specialist*

Warmly greet customers, demonstrate merchandise, customer assistance, close sales of athletic footwear. Verify and enforce corporate standards for merchandising and customer service in men's, women's and children's departments.

# Briana Glover

8374 Ashmont Way Mason, Ohio 45040

Phone: (513) 476-1124 E-Mail: gloverb1@xavier.edu

## Objective

Hard-working, creative, team-oriented professional with excellent knowledge in marketing principles, striving to learn more about the field and what it has to offer. Currently looking for internship opportunities for the summer of 2016.

## Education

**Master's in Business Administration: Business Intelligence**

Xavier University, Cincinnati, OH, United States

08/2015-Present

On track to graduate in the summer of 2016 from the Emerging Leaders MBA at Xavier University

**Bachelor of Science in Business Administration: Marketing**

Xavier University, Cincinnati, OH, United States

07/2012-08/2015

Graduated with my Bachelor's in Business Administration in the summer of 2015

## Experience

**Marketing Intern**

Jeff Wyler Automotive Family

06/2015-08/2015

- Assisted with miscellaneous activities in the marketing department
- Created informational signs for Wyler's Classic Car Collection
- Used Scarborough to conduct Market Research for Wyler's locations in Cincinnati and Kentucky.

**Student-Athlete**

Xavier University

07/2012-07/2016

- 2015-2016 Team Captain
- Worked Brian Neal's Basketball Camps as a Camp Counselor providing a fun and exciting environment for the camp participants.
- Integral member of the Division I Xavier Women's Basketball Team
- Participated in many volunteer opportunities as a Xavier University Student-Athlete

## Skills

- Leadership
- Teamwork/collaboration/working effectively with others
- Advanced Abilities in Microsoft Office applications
- Proficient in social media applications
- Data Analysis using jmp application

## Honors & Accolades

- Deans List: Summer 2012, 2013, 2014, 2015
- Big East All Academic Team: 2013-2014 & 2015-2016

- Xavier University Scholar Athlete: 2012-2013 & 2014-2015 & 2015-2016 academic year

## Nicholas J. Henrichs

1014 Dana Ave  
Cincinnati, OH 45229

Cell: 313-622-6054  
Henrichsn88@Gmail.com

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### CAREER EXPERIENCE:

**CHALLENGER TEAMWEAR, Cincinnati, OH**

June 2015 – August 2015

*Sales Support*

- Managed multiple customer accounts through all stages of the ordering process
- Assisted the regional manager with processing purchase orders
- Assisted customers with any problems that may have occurred with their order
- Pitched Challenger Teamwear to various soccer teams in the Cincinnati area

**XAVIER UNIVERSITY MENTOR PROGRAM, Cincinnati, OH**

September 2014 – May 2015

*Mentoring and External Relations Intern*

- Assisted with the planning, facilitation and evaluation of programs that promoted the mentoring program
- Managed and updated the mentoring program database
- Wrote articles for the monthly "Mentee eXchange" newsletter
- Recruited students and potential mentors to the Xavier University Mentor Program

**PVS CHEMICALS, Detroit, MI**

June 2014 – August 2014

*Corporate Logistics Intern*

- Created an inter-company promotion plan for Michigan Proposal 1
- Designed customer service mission statement posters
- Wrote and edited instructions for railcar tracking program manual
- Assisted with daily railcar monitoring tasks

**PVS CHEMICALS, Detroit, MI**

May 2013 - August 2013

*Corporate Logistics Intern*

- Created and maintained a database containing railcar maintenance information
- Helped write and edit a training program for a new railcar tracking program
- Designed an ad that was later published in Sept/Oct 2013 edition of *The Detroit* magazine
- Participated in sales calls with company sales representatives

### EDUCATION:

**Xavier University, Cincinnati, OH**

May 2015 – August 2016

- Emerging Leaders MBA Program
- Masters of Business Administration (MBA)
- Concentration: Values Based Leadership
- 3.611 GPA on 4.0 scale

**Xavier University, Cincinnati, OH**

August 2011 – May 2015

- Bachelor of Science in Business Administration (BSBA)
- Major: Marketing
- Minor: Psychology
- 3.338 GPA on 4.0 scale

### INVOLVEMENT:

**XAVIER UNIVERSITY PEP BAND, Cincinnati, OH**

April 2013 – May 2015

*Head Marketer & Alumni Liaison*

- Created and implemented various marketing and promotional plans
- Raised additional capital for the band through multiple promotions
- Recruited the largest amount of alumni for holiday basketball game bands in recent history
- Established new alumni database

**XAVIER UNIVERSITY PEER LEADER**

March 2014 -- May 2015

- Mentored and helped acclimate five freshman to college life at Xavier University

**FC CINCINNATI AMBASSADOR**

October 2015 - Present

- Helping to promote FC Cincinnati through grassroots marketing campaigns on college campuses

**CINTAS GRADUATE ETHICS FELLOWSHIP**

December 2015 - Present

- Allows increased exposure to real world applications of ethics, leadership, governance and sustainability

### HONORS

- Recipient of Xavier University Presidential Scholarship
- William's College of Business Dean's list



# Matt Homan

Current: 5107 Hunter Ave, Cincinnati OH, 45212

Permanent: 4 Madison Lane, Cincinnati OH, 4508

• (513) 518-9297 • [Homan.94@osu.edu](mailto:Homan.94@osu.edu) • [Homanm1@xavier.edu](mailto:Homanm1@xavier.edu)

## » Profile

I am a graduate student earning my MBA at Xavier University. I graduated from Ohio State in 2014 with a full tuition scholarship and a 3.8 GPA in the school of journalism with a general business minor. I have a full year of work experience spent as a copywriter for a branding and communications agency, internship experience in a communication position at the Ohio House of Representatives, and journalism experience reporting for The Lantern, Ohio State's student newspaper. Before and during college, I learned the personal skills and effort necessary for any employment by working as a caddy, a host, a server, and a kitchen employee.

## » Education

### **The Ohio State University, Class of 2014: Bachelor of Arts- Journalism**

Journalism Major, General Business Minor

3.4 Cumulative GPA, 3.8 GPA since entry into School of Journalism (2012)

Medalist Scholarship recipient (Full tuition all 4 years)

Reporter, writer, multimedia content-producer, photographer, and copy-editor for The Lantern

### **Xavier University, Graduate Class of 2016: Emerging Leaders MBA (2015-present)**

Master of Business Administration

3.8 Cumulative GPA

Completed courses in marketing, management, finance, economics, and business law

Currently studying operations management, managerial accounting, international business and consumer theory

## » Skills

- Writing, communication and public speaking
- Data entry and sorting, Microsoft Word, Power Point, Excel, and other multimedia facets
- Multiple years of restaurant experience as a Host and a Server
- Inter-personal skills, conflict mediation, teamwork
- Attention to detail

## » Work Experience

### **Rocket Science Branding Agency (Now called Matter Creative Group) Cincinnati, OH —2014-2015:**

As the agencies only full-time copywriter, I was in charge of creating and managing large copy documents and transcripts of projects that ranged from single ads to entire websites. I also worked to understand and craft the brand message that our clients needed to connect with the audience.

### **Ohio House of Representatives Columbus, OH — Summer of 2013:**

Worked as an intern for Representative Stephanie Kunze (R) OH-24. Responded to constituent phone calls & emails, collected and organized mail and computer data, researched local events and individuals for commendations and congratulatory letters.

### **Dewey's Pizza Cincinnati, OH (Newport Location) — 2015-present**

I spent my weekends during graduate school earning money by serving delicious pizzas, salads, and calzones at a local Dewey's Pizza. At Dewey's, we pride ourselves on exemplifying the four pillars of service: teamwork, urgency, hospitality, and development.

## » References

- Katie Fraser, Supervisor at Rocket Science: (513) 680-0466
- Stephanie Kunze, State Representative (OH-24): (614) 466-8012

- Dan Caternnichia, OSU Journalism Professor: **614-247-7030 (office)** [\*\*dancatosu@gmail.com\*\*](mailto:dancatosu@gmail.com)

# Matthew Kehling

**OBJECTIVE:** Full time position focused on business data analytics

**EDUCATION:** **XAVIER UNIVERSITY** *Williams College of Business* (August 2015 - Expected August 2016)  
Pursuing an MBA with concentration in Business Intelligence; **GPA 3.93**  
**Relevant Coursework:** Business Intelligence, Data Mining, Database Management, Information Technology Management, Managerial Economics, Operational Analysis, and International Business  
**Capstone:** Establish start-up company providing health care data analysis consulting services.

**XAVIER UNIVERSITY** *College of Arts & Science* (August 2012 - Expected May 2016)  
Bachelor of Science in Mathematics; Cum Laude; **GPA 3.62**  
Dean's List: Spring 2013 through Spring 2016  
Member Pi Mu Epsilon, Mathematics Honor Society – 2014-present  
Awarded Academic/Leadership Scholarships covering 50% of tuition expenses (Xavier Presidential, Procter & Gamble, and Catholic Order of Foresters Scholarships)  
**Relevant Coursework:** Real Analysis, Data Modeling, Business Statistics, Numerical Analysis, Probability Theory, Probability and Statistics, Foundation of Higher Mathematics, Calculus, and Microeconomics  
**Capstone:** Statistical inference, analysis, and data visualization of movie data.

**OAK HILLS HIGH SCHOOL** *Cincinnati, Ohio* (Graduated June 2012)  
Class Salutatorian (644 student body); **GPA 4.0**  
Earned 21 college credit hours from AP and honors courses and entered college as a sophomore

**WORK EXPERIENCE:** **KROGER TECHNOLOGY** *Cincinnati, Ohio* (December 2014 - present)  
**Manager of Kroger Procurement Services, LLC** (Jan 2016 - present)  
**Responsibilities:** Analysis of 600+ Contractor Rates to support policy change towards insourcing, Management/Governance of 50+ Vendors and Contracts, New Invoice Processing (reduced rates by 3%)  
**Business Effectiveness intern** (Dec 2014 - present)  
**Responsibilities:** Financial Analysis, Budget Tracking and Forecasting, and Budget Process Improvements; Implemented new cubicle management application (*CUBEme*) which consolidates 6 processes to 1, shortens process time from 5 business days to less than one business day

**XAVIER UNIVERSITY MATHEMATICS LAB** *Cincinnati, Ohio* (2014 - 2015)  
Advanced Tutor assisting students needing help with mathematics course work.

**COMMUNITY PRESS CARRIER** *Cincinnati, Ohio* (2008 - 2012)  
Fold and deliver the Community Press newspaper each week; collect monthly subscription fee; report collections and proceeds monthly to the Corporate Office.

**ACTIVITIES:** **Active Minds**, Xavier University.  
Treasurer (2014-Present); Lead activities including: Words Hurt Dodgeball, Suicide Prevention Week, National Eating Disorder Awareness Week, and Stress Less Week, De-stress Recess.  
**Club/Intramural Sports**, Xavier University:  
Running, Water Polo, Gymnastics, Basketball, Soccer, Football  
Participated in Community Action Days: cleaning, volunteering and fundraising for charities  
**Cross Country, Basketball, and Track & Field**, Oak Hills High School (2008-2012)  
Captain of Cross Country Team (2011) and Basketball Teams (2009-2010)  
**Kilt Krew**, Oak Hills High School (2011-2012) – Serve Freshman class as mentor and advisor

**TECHNOLOGIES:** R, JMP, SQL, Tableau, Microsoft Excel (Advanced User), Access, PowerPoint, Word

# ANUSHREE KHARE

4328 Duck Creek Rd, Apt #7, Cincinnati, 45227  
Anu.khare17@gmail.com ~ 513-801-8324

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*MBA student with 4 years of IT and client Management Experience. Possess communication skills in three languages, and proven success working in IT industry.*

*A highly self-motivated, confident, and passionate individual looking out for exciting and challenging opportunities within a multinational firm to build a professional and dynamic career in Management consulting field.*

## **EDUCATION**

Xavier University, Williams College of Business, Cincinnati, OH  
**Masters in Business Administration (MBA)**

2016, Candidate

Birla Institute of Technology, Ranchi, India

2011

**Bachelors in Engineering, Electronics and Communication (BE)**

## **Certification:**

2014

Oracle Certified JAVA developer  
Goethe Institute German Language Certified.

## **Computer Skills:**

- JAVA/J2EE
- XML, XSLT Transformations
- HTML, JavaScript and Groovy Scripts
- ColdFusion
- Oracle 10g Database
- Oracle 11g Database
- SQL Remedy Tool

## **WORK EXPERIENCE**

Atos IT Solutions and Services, Mumbai, India

June 2011- Feb 2015

### **Senior Software Developer**

- Quality development on Java/JEE based solutions in Supply Chain domain.
- Enjoyed repeated success in understanding business expectations, communicating team queries and concerns and building healthy relationships with clients.
- Designing, Developing User Interface and enhancement of application
- Optimizing the existing SQL Query to improve Performance.
- Worked as Rapid Response Team for the resolving the tickets raised by Client with 100% SLA.
- Interacting with the client to understand the project and finalize its scope.
- Mentoring /Training the new team member.

## **LEADERSHIP EXPERIENCE**

- **Atos IT Solutions and Services, Management in Learning and Development Dpt.** 2013-2015
  - Assisted with the coordination of Training/Learning for the new hires, including the organization of workshops and team building activities.
  - Increased employee's involvement and awareness of Companies Trainings opportunities.
- **Fatang, Atos IT Solutions and Services, Member of the Committee** 2012-2015
  - Assisted with the coordination of CSR events, marketing and promotion.
  - Organized various events for the employees.
  - Lead a team of 20 people from different offices for organizing activities at the same time in all the offices.
- **Sports Committee, Birla Institute Of Technology, Student Coordinator** 2008-2011
  - Organized various inter- college sports events.
  - Organized and led a team of 10 students on a large scale one month event.
- **Editorial Department, Birla Institute Of Technology, Student Coordinator** 2008-2011
  - Handled an editor group of 5 students in publishing daily news during college fest.
  - Worked with the various Committees of the college for publishing the college magazine.

## **ACHIEVEMENTS**

- Awarded with "**Key Team Member**" for the year 2012 and 2013.
- Awarded with "**Certificate of Excellence**" for managing the Social Committee of Atos IT Solutions and services for the year 2012 and 2013.

## **LANGUAGE SKILLS**

Multi-Lingual: English- Fluent Oral/Written  
German- Basic oral/Written  
Hindi- Native Language-Fluent Oral/Written

## Mounica Koneru

[Koneru\\_moni99@yahoo.com](mailto:Koneru_moni99@yahoo.com)

Mobile: (408) 718 – 6933

[www.linkedin.com/in/mounicakoneru](http://www.linkedin.com/in/mounicakoneru)

*Cross-functional leader with 2+ years of experience in the field of Software/ Information Technology. Accomplished leader with result-driven experience in developing documents for business project analysis. Experienced with query, reporting and analysis using SQL Server Reporting Services. Proven track record of complex problem-solving. Excellent communication, interpersonal and organizational skills.*

### **Education:**

Xavier University, Cincinnati, OH 2016, Candidate

**Master of Business Administration (MBA)**, Concentration: Business Intelligence

Acharya Nagarjuna University, India 2011

**Bachelor of Technology (B.Tech)**, Computer Science

### **Experience:**

Xavier University, Cincinnati, OH Aug 15 – Dec 15

#### **Graduate Assistant**

- Assist Professor during class hours using MS-EXCEL for Business Statistics course.
- Tutor students in Business Statistics course by providing office hours for consulting.

Tata Consultancy Services, India Nov 11 - Nov 13

#### **Systems Engineer**

- Co-ordinated with Onsite team and delivered the client requirements within the timelines.
- Worked as a Development Support to handle issues raised after application Go-Live.
- Involved in preparing the design documents and user guides for application deliverables.
- Responsible for preparing client reports.
- Performed standard deployments.
- Manual Testing of the application, and creating Unit Test conditions, plans and test data.

Koneru Constructions Pvt Ltd, India Apr 11 - Nov 11

#### **Data Entry Personnel**

- Stored completed documents in appropriate locations.
- Compiled, sorted, and verified the accuracy of data before it was entered.
- Located and corrected data entry errors, or report them to supervisors.
- Maintained logs of activities and completed work.
- Read source documents such as canceled checks, sales reports, or bills, and enter data in specific data fields using keyboards.

### **Skills & Expertise:**

- RDBMS: SQL Server 2008R2
- Tools: SQL Server Reporting Services (SSRS), SSIS, MS Excel, MS Office
- Languages: C, C# .NET, SQL
- Business Analysis, Documentation
- SCRUM/Agile Practitioner

# Angela M. Koopman

## Permanent Address

7495 Brooks rd.  
Harrison Oh 45030

## Contact Information

Angela.koopman@stores.kroger.com  
513.240.8641

## Education

### Xavier University

Masters of Business Administration, Values Based Leadership

August 2015-Present

Graduation pending, Spring 2017

### University of Cincinnati

Bachelor of Business Administration, Operations Management  
Minor Arts and Sciences, Anthropology

September 2009-December 2013

University GPA: 3.1/4.0

Major GPA: 3.7/4.0

## Work Experience

### Kroger Co. Cincinnati OH, December 2007-Present

#### **-Co-Manager, stores 436, 361 and 405 March 2014- Present**

-Completed all Management Development Training (MD1) requirements

- Store Safety champion

-Store Inclusion Council Advisor

-Working with small and large teams at store and division levels

-Communicating, implementing and managing new company initiatives successfully

-Coaching, developing and promoting associates

-Promoting a safe, efficient, and positive work environment

-Responsible for day to day store operations, including but not limited to; scheduling over 200 employees with an average of 4900 hours per week, inventory tracking of both perishable and non-perishable items, maintaining store cleanliness and complying with federal and company food safety requirements, complying with UFCW union requirements, and out-performing similar stores in sales and customer satisfaction metrics. As Safety Champion I helped the store move from being ranked 12<sup>th</sup>/18 to 4<sup>th</sup>/18. As Store Inclusion Council Advisor, I helped the store raise over \$1,500 for The American Cancer Society (June 2015) and partnered with local St. Vincent DePaul organizations (December 2015) to have monthly associate donation drives which have yielded successful collection of coats, non-perishable foods and paper goods for St. Vincent DePaul.

#### **- Courtesy Clerk, Cashier, Produce Clerk, Starbucks Lead, December 2007-March 2014**

##### **Stores 916, 948, 907**

-Worked 36-40 hours per week to finance education

- Excellent behavior record, no questionable conduct

- Associate of the month: September 2010, June 2013 and October 2013

## Skills and Affiliations

- Able to communicate with co-workers and customers to facilitate optimal interaction
- Excellent time management skills
- Proficient in: Microsoft Office (Power Point, Word, EXCEL, Outlook and Access), Microsoft Project, Oracle Crystal Ball, and R/F inventory scan gun (CAO-Computer Assisted Ordering)
- Experience with statistical analysis (EXCEL)
- Experience using six-sigma standards
- Experience with scheduling
- Experience with order planning and inventory maintenance
- Experience working with a team
- Experience in problem solving, technical and interpersonal
- Willing to relocate

# Timothy R. LaBarge

1326 Ault View Avenue, Cincinnati, OH, 45208  
Phone: (574) 276 3327 E-Mail: trlabarge@gmail.com

## Career Summary

Creative and hard-working self-starter with five years of professional experience in online marketing, client management, sales, and customer engagement. Has some management experience, but also works extremely well independently, as well as in teams. Excellent interpersonal, oral, and written communication skills. Results-oriented marketer who has leveraged strong writing and creativity skills to create compelling written communications and improve demand generation. Thorough understanding of ecommerce marketing. Growing aptitude for management and coaching. Eager to explore new ideas and learn new skills as a means of bettering company as well as self.

## Experience

### **TradeGlobal, LLC - SEO Manager (Formerly: Netrada North America)**

**August 2012 - August 2015**

- Managed SEO Campaigns for up to 10 major eCommerce brands, which included tasks such as:
  - Utilizing Conductor Searchlight SEO Software to uncover client opportunities, analyze competitor performance, and proactively improve client's SEO campaigns and initiatives
  - Optimizing meta data (page titles, descriptions, keywords, URLs) so as to keep client sites relevant and ranking in high visibility zones on search engines for both seasonal and trending keywords
  - Creating and revising copy with a stronger keyword focus to improve relevance for search-friendly terms
  - Conducting thorough keyword research to uncover competitive advantages and pinpoint areas of opportunity
  - Driving development projects whose implementation will improve site SEO performance, from requirements gathering through building, QA, and deployment
  - Eliminating duplicate page titles and descriptions from search engines, in some cases decreasing duplicates from >100,000 pages to < 3,000, allowing search engines to more effectively crawl client websites
  - Executing SEO Site Audits, utilizing benchmarking methods to determine major areas of client opportunity
  - Directing formation of external backlink building strategy, resulting in 5 consecutive months of more than 100 new backlinks coming to a client site
- Generated SEO Performance Reports using Google Analytics, Webmaster Tools, Conductor Searchlight in order to present comprehensive data to clients on a monthly, quarterly, and yearly basis:
  - 2014 vs. 2013 SEO Traffic: 38% Increase (client average)
  - 2014 vs. 2013 SEO New Users: 36% Increase (client average)
  - 2014 vs. 2013 SEO Revenue: 42% Increase (client average)
  - 2014 vs. 2013 SEO Keyword Performance: 19 New Keywords appearing on Google Page 1 (client average)
- Managed 3 dotted-line reports in order to achieve client SEO goals:
  - Coached team members and created training programs for employees with limited SEO experience so they could contribute to clients' on-site SEO initiatives
  - Created work plans, organized client tasks, and delegated projects in order to meet deadlines in a timely manner
- Built a sales strategy and presentation for TradeGlobal SEO Services
- Pitched new client prospects on TradeGlobal SEO Services, resulting in 8 new accounts and ~\$200,000 of yearly incremental revenue for the marketing department

### **Triplepoint Water Technologies - Manager, Aquatic Habitats Division**

**June 2010 - August 2012**

## *Demand Generation*

- Revamped triplepointwater.com website by revising existing webpages to reflect content that ranked highly for SEO, and also provided an informative and intuitive user experience. From April 2011 - April 2012:



- Inbound Links increased from 10 links to 107 links (1070%)
- Traffic Rank increased from 27M to 4.3M (628%)
- "Website Grade" improved from 29/100 to 70/100 (240%)
- Increased company lead generation by 70% from 2010 to 2011 by implementing internet marketing strategy that focused on pointed and relevant keywords in blogs and website pages, as well as content marketing to attract potential buyers
- Initiated demand generation strategy to penetrate the aquaculture industry, increasing aquaculture lead flow by 625% from 2010 to 2011
- Installed HubSpot Inbound Marketing software, and headed internet marketing operation:
  - Wrote 50 professional, informative, and solution-focused blog articles that conveyed industry expertise and were responsible for the majority of company lead conversions
  - Designed website calls to action; constructed effective and optimized landing pages that converted at an average rate of nearly 20%
  - Developed strategic lead nurturing campaigns in order to move leads through the beginning stages of the funnel until they became a Sales Qualified Lead

### *Sales and Marketing*

- Wrote and edited 1000-word feature article that was portrayed on the cover of Water and Wastes Digest. Sales leads from the article converted to >\$100K in revenue
- Formed strategic relationships with fish farms in Ecuador, Fiji, Singapore, Egypt, Saudi Arabia, New Zealand, the United States, Argentina, and the Philippines, which have since become viable sales opportunities with collective revenue potential of ~\$500K
- Displayed ability to meet challenges by raising sales opportunities by 300% from Q1 2011 to Q1 2012, while also increasing size of sales pipeline by 355% from Q1 2011 to Q1 2012
- Oversaw Clearwater Habitats project:
  - Developed SEO-focused website content, oversaw design, initiated user testing, while also coordinating with website developers
  - Created and implemented company branding and marketing strategy, such as logos, product info, and literature
  - Responsible for lead nurturing, inside sales, outside sales, online sales, and customer service
- Created and utilized an Ideal Customer Profile that mapped the buyer's journey in order to properly manage leads from the time of inquiry through the early stages of Awareness and Consideration

### Skills

- Writing and Editing
  - Completed two fiction novels; awaiting responses from literary agents about publishing prospects
  - Published two short stories in The Juggler and Re:Visions, University of Notre Dame student literary publications
  - Finalist in Reddit.com's "Upvoted" Short Story Writing Competition
  - Selected as a member of the 2009-2010 Editorial Review Board for Beyond Politics Undergraduate Journal
- Conductor Searchlight All-Star Certified
- HubSpot Internet Marketing Software
- Google Analytics and Webmaster Tools
- Basic HTML
- Microsoft Office

### Education

University of Notre Dame, Notre Dame, IN

2006-2010

Bachelor of Arts

Dual Degree - English, GPA: 3.4/4.0; Political Science, GPA: 3.5/4.0

# JOSEPHINE LANDO

11831 Woodvale Court, Cincinnati OH 45246  
[landoj@xavier.edu](mailto:landoj@xavier.edu) | (513)628-9845  
<https://www.linkedin.com/in/josephinelando>

## EDUCATION

### Master of Business Administration

Xavier University, Cincinnati OH

December 2016

### Bachelor of Science in Business Administration, Accounting

Xavier University, Cincinnati OH

G.P.A 3.444/4.0

December 2014

## EXPERIENCE

### Clark Schaefer Hackett CPA's & Business Consultants

Cincinnati, OH

Public Accounting Intern- Tax Services

January 2015 – April 2015

- Prepared federal, state, county, and local income tax returns using Global fx as part of a team in a fast paced environment.
- Performed bank reconciliations and prepared general ledger journal entries using Microsoft Excel and Engagement fx during preparation of business returns.
- Supported the tax team and administrative staff by preparing client's filing extensions as well as consolidating client work papers for preparation of taxes.
- Analyzed clients' financial statements and made book to tax reconciliations to ensure accuracy in tax return

### Macy's Inc.

Cincinnati, OH

Store Management Intern

June 2014 - August 2014

- Gained exposure to several managerial functions including sales, merchandising, HR and operations.
- Drove the business through identification of missed opportunities, developing plans for resolution and monitoring the progress of these initiatives.
- Directly contributed to the growth in number of clients in the ready to wear department through application of Macy's Coaching guidelines

### The Coca-Cola Company

Nairobi, Kenya

5by20 Intern (Eurasia Africa Group)

May 2013 - August 2013

- Organized and facilitated financial literacy classes for women entrepreneurs in Nairobi
- Created a workbook for women retailers, to be used as a supplement to Coca-Cola's Customer business skills training program (STAR)
- Effectively collaborated with seniors and managers in the Coca-Cola company across continents to produce cohesive communication materials for Coca-Cola's women empowerment initiative- 5by20

## KNOWLEDGE AND SKILLS

- Detail oriented
- Strong written and verbal communication skills
- Experience with Accounting Software : Global fx, Engagement fx , ACL

## HONORS

- Presidents award for excellence in leadership April 2014
- Antonio Johnson Scholarship for contribution to the Xavier Community April 2013
- Gilligan Public Service Scholarship for commitment to public service April 2012
- 2012-2013 Winter Cohen Brueggeman Fellowship April 2012

## ACTIVITIES

- African Student's Association; *President* May 2013 to May 2014
- International Students Society; *Event coordinator* May 2012 to May 2013
- Xavier University Office of Residence Life; *Resident Assistant* August 2012 to May 2013

# Yikun Lin

5418 Watertower Ct. #255, Cincinnati, Ohio (Until August, 2016) linyikun07@gmail.com (812) 606-0626

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## EDUCATION

**Xavier University, Cincinnati, OH** Expected August 2016  
*Master of Business Administration*

- Expected concentration: *Business Intelligence*

**Indiana University, Bloomington, IN** December 2014  
*Bachelor of Arts in Communication & Psychology*

- Majors: Telecommunication; Psychology

## RELATED EXPERIENCE

**Nielsen China – Operation Experience** March 2015 – July 2015  
*CI&I Quotation Hub Intern* Shanghai, China

- Communicated with CS team and GBS team to check feasibility and clarify customer's needs, suggest reasonable methodology to improve internal working efficiency and better satisfy customer
- Created and released 2 excel tools. One for internal data comparison, other is automated price, routes, time and travel-option tool for centralized training frequently used by MSP quotation team
- Participated in Nielsen China Great Team case competition, team entered final by the end of internship
- Participated with my band at Nielsen Global Impact Day, earned over \$500 donation for GBS team

**Lenovo U.S. - Operation Experience** May 2013 - July 2013  
*Special Bids Operation Intern* Raleigh, NC

- Earned Lean and Six Sigma Yellow Belt by July 2013
- Analyzed data and support of Special Bids quality targets with key team members' lead
- Derived new ways of measuring and reporting data in meaningful ways
- Communicated existing Sales and Planning Portal tools to the Sales Teams and Key Stakeholders
- Enhanced existing tools and helped in releasing new tools as the business need arose
- Created educational material for Sales and Marketing community to understand Special Bids process

**Cisco China - Marketing Experience** July 2012 - August 2012  
*Marketing Intern* Shanghai, China

- Organized and held Cisco BYOD Solution seminar with marketing team, attracting over 100 partners and customers
- Coordinated marketing plan by analyzing weekly sales data for weekly team meeting
- Researched Cisco's competitors such as Huawei on marketing perspective, composed SWOT & 4Ps analysis adopted by manager which contributed to the future marketing plan
- Interviewed successful students (CCIE, CCNP) from Cisco Network Academy all over Asia and composed "Success Story" articles

**Ricoh China – HR Experience** July 2011 - August 2011  
*Human Resources Intern* Shanghai, China

- Performed position evaluations and edited over 70 Job Descriptions to clarify position structures and functions for Sales Department in support, resulted in improving company's efficiency
- Selected as a recruiter to interview candidates for Sales Department based on performance during internship

## **OTHER EXPERIENCES**

### **NSAC (National Student Advertising Competition)**

October 2013- April 2014

*Research, Planning, Creative*

Bloomington, IN

- Conducted 26 pages advertising campaign with a 12 people team and won 2<sup>nd</sup> place in regional competition
- Conducted primary research online, over 800 surveys answered; Interviewed 35 “IBC” by phone with team
- Planned media, promotions and budget
- Created creative messages for every promotion on media with creative team

### **www.USXIAOMAIBU.com**

September 2014 – Present

*Co-Founder*

Bloomington, IN

- Acquired hundreds active users in 2 months with less than \$300 promotion budget
- About 100 visits per day on the website
- Gained over 90 posts on the website by users

### **Indiana University Chinese Basketball Club**

August 2013 – May 2014

*Team Manager*

Bloomington, IN

- Organized weekly team practice with 30 players and participated in tournaments
- Facilitated meetings with coach and team captain to discuss the direction of team
- Promoted marketing campaigns for recruiting process and tryouts

### **Onestart Band**

September 2013 - Present

*Drummer*

- Performed in Indiana University Chinese Students and Scholars “Mid-Moon Festival”
- Performed in Indiana University Football “Homecoming Parade”
- Performed in Indiana University “2014 Chinese Spring Festival Gala”
- Hold and performed in “Once Start, Never End” concert

## **ADDITIONAL INFORMATION**

Fluent Chinese and English   Drumming   Golf   Basketball

**SUSHANT MALIK**

4073 Egbert Avenue, Cincinnati, 45220  
maliks3@xavier.edu ~ 513-954-6987

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*MBA student with 2 years of leadership and client management experience. Possess communication skills in two languages, and proven success working in the research and business outsourcing industry. Seeking an exciting and challenging opportunity within a multinational firm to build a professional and dynamic career as a data analyst.*

**EDUCATION**

<i>Xavier University, Williams College of Business, Cincinnati, OH</i>	2016, Candidate
<b>Masters in Business Administration (Business Intelligence)</b>	<b>3.6/4.0</b>
<i>Bangalore University, Bangalore, India</i>	2015
<b>Post-Graduate Diploma, Management-Marketing</b>	<b>3.0/4.0</b>
<i>Delhi University, Shaheed Bhagat Singh College, Delhi, India</i>	2013
<b>Bachelors of Business, Commerce</b>	<b>3.37/4.0</b>

**Computer Skills:** Outlook Express, Lotus Note, SAP–SAT, JMP, SQL, R Programming (Candidate)

**Relevant Work Experience**

*IPrimed Education Private Limited, Bangalore, India*

<b>General ledger Intern/Certification: Accounts &amp; Finance</b>	May 2014-June 2014
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Internship and Course for application of accounts and finance in outsourced functions such as accounts receivable, accounts payable and general accountancy.

*Analyz Research Solutions, Bangalore, India* Nov 2013 – Jan2014

**Business Development/Research Intern**

- Implemented strategies to promote companies research activities.
- Responsible for business development for organization specializing in market forecasting.
- Prepared survey questionnaires for research work to generate demand for commercial growth.
- Supervised the Data Collection and management- Team of 7 for the “Chai Point Market Research Project.”
- Coordinated research activities between clients and company.

*Cluster Innovation Center, Shaheed Bhagat Singh College, New Delhi* July 2012- Aug 2013  
**Innovative Project Team, Executive Member/Research Intern**

- Led a team of 10 to complete a one-year research project on "Economic & Social Backwardness of Slums in Delhi and Mumbai."

### **EXPERIENTIAL WORK EXPERIENCE**

*Xavier University, Cincinnati* Jan 2016-Employee

#### **Graduate Teaching Assistant, Finance**

- Notify instructors of errors or problems with assignments.
- Order or obtain materials needed for classes.
- Prepare and proctor examinations.
- Return assignments to students in accordance with established deadlines.
- Schedule and maintain regular office hours to meet with students.
- Meet with supervisors to discuss students' grades, and to complete required grade-related paperwork.

*Xavier University, Cincinnati* Dec 2015- Employee

#### **Alternate Text Student Assistant**

- Assist students with disabilities in learning
- Convert and provide books in other formats

### **LEADERSHIP EXPERIENCE**

- *Shaheed Bhagat Singh College, Vice President of English Association* 2013
  - Assisted with the coordination of events/festivals for the college, including the organization of business workshops, off-campus student trips, language, debate and essay competitions.
  - Increased on-campus student involvement and awareness of campus offerings.
- *Commerce Association, Shaheed Bhagat Singh College, Executive Member* 2012-2013
  - Assisted with the coordination of club events, including event planning, marketing and promotion.

- *Walk Our Way Society (WoW Club), Shaheed Bhagat Singh College, Co-Founder* 2012-2013
  - Launched a society to assist with innovative strategic planning for university events, focusing on charitable work on sustainable development of the society.
  - Managed the team activities and directing the team to achieve the set goals, coordinated the marketing and promotional activities.
  - Served as the touch point between students and faculty, looked after the event planning and execution work.
  - Developed a business plan to convert the club into a non-profit organization working towards sustainable development of society.
  
- *Shaheed Bhagat Singh College, New Delhi, Student Head Coordinator* 2012
  - Hosted 3rd International Conference of Multinational Enterprises Engaged in Sustainable Development (MESD<sup>12</sup>).
  - Organized and led 5 teams of 15 students on a large-scale international 3-day event, resulting in an outstanding success.
  
- *National Service Scheme (NSS) Team, Shaheed Bhagat College, Executive Member* 2011
  - Promoted sustainable development and welfare of the society, using principles to launch the Wow Club.
  
- *National Cadet Corp, Shaheed Bhagat College, New Delhi, Cadet, Army Wing* 2010-2011
  - Developed leadership and team building skills at a college-level, assisting the national army during emergency event.
  - Trained within the National Army camp, learning discipline and personal development.

### **LANGUAGE SKILLS**

Bi-Lingual: **English**- Fluent Oral/Written

**Hindi/Punjabi**- Native Language-Fluent Oral/Written,

# K. A. Mensah

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(513) 289-8108 • [mensahk@xavier.edu](mailto:mensahk@xavier.edu)

## WORK EXPERIENCE

**Wal-Mart (Cincinnati, OH)** 2012 - 2016

*Inventory Control Specialist*

- Implemented a series of projects to raise customer experience track by 20%, in one quarter
- Successfully delegated daily projects to field associates, resulting in a 95% performance evaluation
- Analyzed, and utilized daily reports to increase store performance metrics

**Sam's Club** 2011

*Marketing Coordinator*

- Increased sales of over 15 products via my own marketing initiatives
- Became a trainer within 3 months
- Offered Lead Marketing Coordinator position within a year of onboarding

**Marketing Research Services Inc. (MSRI) (Cincinnati, OH)** 2009 - 2010

*Research Specialist*

- Ranked in top 10% of MRSI market research employees
- Supported team leads to consistently exceed monthly review goals
- Earned monthly marketing bonuses based on number of completed surveys

## EDUCATION

**Xavier University (Cincinnati, OH)**

*Master of Business Administration (MBA)*

**Expected Graduation: August 2016**

**Tennessee State University (Nashville, TN)**

*Bachelors of Business Administration, Supply Chain Management*

May 2012

## INTERNSHIPS & LEADERSHIP ROLES

**MBA Study Abroad (Cincinnati, OH)** 2016

*Student*

- Participated in case studies with two of five MNC's, in Vietnam and Thailand
- Completed training in conducting business abroad
- Earned "A" grade average for Xavier University's MBA international study abroad course

**Tennessee State University Tennis Team** 2009 - 2012

*Member*

- Began as a team walk on, became an official member and received a scholarship
- Exhibited exceptional organizational skills, prioritizing academic work while training and competing
- Received most improved player award in 2010

**Supply Chain Student Organization** 2010 - 2012

*President (2012); Vice President (2011); Treasurer (Fall 2010)*

- Successfully planned and executed organization's monthly events
- Assisted assigned faculty member during bi-monthly organization meetings
- Carried out administrative duties

**University of Cincinnati (Cincinnati, OH)** 2009

*Human Resources - Student Intern*

- Awarded internship due to excellent score on internship placement test
- Provided administrative support to human resources department director
- Organized and managed employee benefits paperwork



**AVINASH KUMAR MALLI VIJAYAKUMAR**  
4201 Victory Parkway Apt 911, Cincinnati, Ohio - 45229  
Mobile: 5134106400 Email: mallivijayakumara@xavier.edu

## **EMPLOYMENT**

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### **MINDSSOFT TECHNOLOGY (www.mindssoft.com)**

**Chennai, INDIA**

*Software Engineer*

Jan. 2013 to present

- Worked on iOS application development pertaining to multiple product/software features for projects Flight Office, Nukked, MultiCall and Sales Tracker.
- Designed and evaluated various features in Flight Office, Nukked, MultiCall and Sales Tracker, wrote software requirement specifications and ensured on-time delivery to the clients.
- Developed and made extensive modifications to various simulators for unit testing of Flight Office, Nukked, MultiCall, Sales Tracker interfaces.
- Assisted the QA Team with new product releases and bug fixes for products.

#### **A. Project: Sales Tracker**

- Spearheaded the entire Software Developmental Lifecycle (SDLC) of different features for the project.
- Led a 6-team member for development of a feature in the product Sales Tracker and was completed within planned budget and time.

#### **B. Other Projects**

- Deputed on various projects: As quality representative and as member of Organization Process Deployment.

## **EDUCATION**

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### **XAVIER UNIVERSITY**

*Master of Business Administration (MBA)*

**Cincinnati, USA**

Started in January 2016

### **SRM UNIVERSITY**

*Bachelor of Technology (B. Tech) in Food and Process Engineering*

**CGPA: 7.84/10 (3.2/4)**

**Chennai, INDIA**

Aug. 2008 to May 2012

## **ADDITIONAL INFORMATION**

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- iOS Application Developer certified professional (Oct. 2012 to Jan. 2013)
- Played the role of the Class Representative during under graduation (2008 to 2010)
- Led the school's sub-junior volleyball team at the Zonal level competition (Aug. 2003)

## **AWARDS AND HONORS**

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- Won the First Place in Paper presentation at the National Conference (M.O.P. Vaishnav College, February 2011)
- Won the First Place in Quiz competition at the National Level Students Symposium (SRM University, October 2009)

## **EXTRACURRICULAR ACTIVITIES**

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- Led a 10-team member at a prestigious National Level Cultural Fest Event-Adaptune (SRM University, Jan. 2009, 2010 & 2011)
- Spearheaded the entire class for Industrial Visits during under graduation (2010 & 2011)
- Member – Bhumi Youth Volunteer Organization – involved in rural education programs to young and aspired poor children (2011 to 2015)

# PATRICK J. NORWINE

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11540 Snider Rd • Cincinnati, OH 45249 • 513-236-2365 • PN364506@gmail.com

## EDUCATION

**The University of Cincinnati**, Cincinnati, OH  
*Bachelor of Arts in Sociology*, December 2014, Cumulative GPA 3.66

- Minor in Psychology

**Xavier University**, Cincinnati, OH  
*MBA Candidate*, Expected Graduation Date 08/16, Cumulative GPA 3.4

## WORK EXPERIENCE

**Maggiano's Little Italy**, Cincinnati, OH  
*Delivery and Catering*, June 2011 –November 2014

- Worked as lead delivery driver and assisted as needed in restaurant
- Customer relations
- Trained new hires in delivery protocols, and customer service

**Jet's Pizza**, Mason, OH  
*Delivery Driver*, August 2008- May 2010

**United Parcel Service**, Cincinnati, OH  
*Driver Assistant*, November 2006-January 2007; November 2007- January 2008

**Leslie's Pool Supplies**, Cincinnati, OH  
*Lead Sales Associate and Assistant Manager*, April 2003-September 2007

- Held responsibilities including opening and closing the store, preparing and depositing daily bank payments, provided in-store chemical analysis

## LEADERSHIP EXPERIENCE

**Sociology Organization for Students**, 2012-2014  
*Vice President*, 2013-2014

- Organized several donation drives for the homeless and underprivileged in Cincinnati
- Helped run bi-weekly student meetings for members

## COMMUNITY SERVICE

**North-Central Sociological Association**, 2014  
*Registration and Location Services*

**The Scratching Post Cat Shelter**, 2014  
*Volunteer*

## INTERESTS

Hiking, Cooking, Travel, Community Basketball League, Weekly Trivia League

# Vama Pandya

669B, Valley Terrace Cold Spring KY, 41076  
pandyav@xavier.edu ~ 859-628-5860

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*Driven and self-motivated MBA student with 2 years of business experience. Exceptional team player with proven success implementing market projects seeking an opportunity to excel with my experience and education in a professional organization.*

## **EDUCATION**

*Xavier University, Williams College of Business, Cincinnati, OH* Anticipated 2017  
**Master's in Business Administration (MBA)**

*St Xavier's University, Ahmedabad, Gujarat, India* Jun 2009- Mar 2012  
**Bachelors in Economics with Cum Laude, Minor in Business Administration**

## **WORK EXPERIENCE**

**Xavier University** Jan 2016 - Present  
Disability Services, Learning Assistance Program  
**Student Assistant**

- Editing Software used to convert text within strict timelines.

**Axis Bank Limited India** June 2013 – Nov 2013  
Axis bank is the third largest private sector bank in India.  
**Retail banking and Operations Officer**

- Reviewed and analyzed financial accounts and business procedures to increase customer service.
- Managed multiple financial programs while adhering to strict timelines.
- Participated and contributed to the team environment.

**Technichem Organics Private Limited** May 2012-May 2013  
Technichem Organics is a family owned intermediate dyes manufacturing company.  
**Operations Lead**

- Implemented research activities to develop a marketing strategy.
- Built Excel models to create potential buyers and suppliers.
- Created SWOT analysis to develop a business model.

**Anthony Munoz Foundation** Sept 2015-Present  
**Volunteer, Whiz Kids**

- Assisting at-risk children with education and social development.

**Community Matters, Lower Price Hill** Aug 2014-Dec 2014  
**Volunteer**

- Worked with food bank helping them create equal opportunity for all customers and provide them with different meal options and create sustainability.
- Worked with their thrift stores to create a positive shopping experience for all customers.

## **Co-Curricular Activities**

- Participated in a program of importance of cultural diversity in business in Seattle 2014.
- Participated in programs like “Effective Salesmanship” and “Effective Anchoring and Comparing” at Ahmedabad Management Association (AMA) in 2009.

**Language Skills:** Fluent in English and Hindi

# Emily M. Pennington

6808 Center Street • Cincinnati, OH 45244 • Phone: 513-668-6866 • E-Mail: PenningtonE1@xavier.edu

## Objective

To obtain an accounting internship which utilizes my organizational skills, attention to detail, initiative, and leadership.

## Education

Xavier University, Williams College of Business, Cincinnati, Ohio May 2016  
*Bachelor of Science in Business Administration in Accounting*  
*Master of Business Administration with a Values-based Leadership Concentration (August 2016)*  
*Undergraduate Cumulative GPA: 3.735*

Advanced Placement scores of four and five on all five AP Course Tests 2012  
L'Occitane Student Enrichment Program, France 2008

## Honors & Affiliations

Member, Delta Sigma Pi 2013 - Present  
Member, Accounting Society of Xavier University 2013 - Present  
Member and Treasurer, National Federation of the Blind of Cincinnati 2013 - Present  
Member and Treasurer, Xavier Students Against Destructive Decisions Every Day 2013 - 2014  
Member, Xavier University Women's Choir, Concert Choir 2012 - Present  
Treasurer and Committee Chair of Fundraising, Ohio Association of Blind Students 2013 - 2015  
Pichler Family Scholarship 2012 - 2016  
Anderson Township Student of the Year 2012  
Jewish Guild for the Blind of New York Scholarship 2012  
National Federation of the Blind Scholarship 2012 and 2014  
Representative, National Federation of the Blind Science STEM Youth Slam 2009

## Work Experience

Clovernook Center For The Blind, Cincinnati, Ohio Summer 2014  
*Receptionist, Proofreader, Collator*

## Service

Every Child Succeeds Program, Cincinnati, Ohio 2008 - Present  
Cincinnati Association for the Blind, Cincinnati, Ohio 2008 - Present  
Greater Newtown Civic League, Cincinnati, Ohio 2006 - Present  
Beech Acres Parenting Center, Cincinnati, Ohio 2007 - Present

## Leadership

National Federation of the Blind of Cincinnati, 2013-Present  
*Keep track of chapter funds; Initiate movement to online banking*

Ohio Association of Blind Students, Cincinnati, Ohio, 2012 - 2015  
*Collaborated to plan state convention seminar, created and monitored bank account; coordinated fundraising at our meeting at convention*

Braille Beats Music Camp, Cincinnati, Ohio, 2008 - Present  
*Initiated annual fund raising efforts for Cincinnati blind students to attend music camp*

# Nico Giovanni Perrino

3061 Peel Road, Burlington, KY 41005

Phone: 209-640-4114 E-Mail: perrinon@xavier.edu

## Professional Summary

MBA student (expected graduation: Summer 2016) with leadership experience and experience in data analysis (JMP) and educational background in business intelligence and operational analysis seeking a challenging employment opportunity that allows for the ability to link creative and technical skills to create value and solve problems efficiently.

## Education

### Xavier University

August 2015-Present

Currently pursuing a Masters of Business Administration with an expected graduation in August of 2016.

**Concentration:** Business Intelligence/Data Analytics **GPA:** 3.8/4.0

**Notable Coursework:** Operations Analysis, Data Mining (JMP), Business Intelligence

### Thomas More College

August 2010-December 2013

**Degree:** Bachelor of Arts **Major:** Political Science **GPA:** 3.76/4.00

**Notable Coursework:** Adobe Creative Suite (Photoshop, InDesign, Illustrator)

### Awards/Recognition:

Dean's List for all 7 semesters attended

Dean's Award of Excellence at the 2012 Thomas More College Student Research Forum

Distinguished Graduate in Political Science, 2013

## Experience

### Triggers LLC

June 2014-Present

### Responsibilities:

#### Online Sales Manager (2014):

Grew department by over 100% in the first 6 months holding the position where sales rose from \$150,000 in the first half of 2014 to \$300,000 in the second half and set 1 month sales record at \$62,000

#### Social Media Lead:

Interact with customers through Facebook, Twitter, Instagram

Started Triggers' Instagram account and accumulated over 2,700 followers in the first 9 months

#### Product Packaging Design

Use of Adobe Creative Suite to create attractive signage and packaging designs for product placement on the sales floor

### Finish Line, Inc

August 2013-April 2014

### Responsibilities:

Direct retail sales for athletic apparel and footwear with a focus on communicating products that fit the needs expressed by customers

## Leadership & Extra-Curricular Experience

### President; Student Government Association, Thomas More College

June 2012-May 2013

Elected by the student body to oversee 22 person delegation in leadership of the college community.

Coordinated budgeting and compliance for on-campus clubs.

Worked closely with Student Activities Board as well as other on-campus organizations

### Trustee; Board of Trustees, Thomas More College

June 2012-May 2013

Sat as full voting member of Thomas More College's Board of Trustees

Gained experience with budgeting, long term planning, as well as the selection process for Thomas More College's new president in 2013.

### Freshmen Orientation Director; Thomas More College

June 2013-August 2013

Responsible for planning, preparation, and execution of new student orientation at Thomas More College in the fall of 2013 for over 400 incoming students.

# Robert Praetzel

11511 Bass Lake Rd.  
Chardon, OH 44024  
(440) 214-0856  
praetzelr@xaiver.edu

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## PROFESSIONAL SUMMARY

- Creative, resourceful and successful entrepreneur; 5+ years of facilities management and events coordination experience with a non-profit organization as well as exposure to programs concerning data analysis and computer and internet operating systems.

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## EDUCATIONAL BACKGROUND

- MBA, Xavier University – Cincinnati, OH** 8/15—Present
- Emerging Leaders MBA program, to be completed August, 2016 (GPA: 3.73)
- Bachelors of Science, Franciscan University of Steubenville – Steubenville, OH** 8/12—8/15
- Business Management Major, Marketing Minor

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## WORK AND ACTIVITY EXPERIENCE

- CASE Business Club Co-Founder and Officer, Franciscan University of Steubenville** 1/14—5/15
- Developed a marketing campaign to recognize local businesses
  - Formed a network to aid in the restoration of the downtown area
  - Edited and advised upon a business plan for a local not-for-profit organization
  - Co-Created promotional media to be presented to students and the school board
- Internally Certified Personal Trainer, Franciscan University of Steubenville** 8/13—5/15
- Achieved certification through 25 hours of extensive hands on and written exams
  - Engaged in over 15 hours a week of personal and group fitness training, experiencing a high volume of one-on-one interactions with various personality types
  - In process of completing National Association of Sports Medicine certification
- Events Staff, Franciscan University of Steubenville** 8/12—5/15
- Aided in the coordination and enactment of all seminars, fundraisers, and conferences
  - Provided quality service through hospitality to elite personnel
- Soldiers for Christ Camp Director, Cornerstone of Hope – Independence, OH** 7/13 & 7/14
- Conducted recruitment and direction of counselors leading up to and during the event
  - Created, scheduled, and lead all events, talks, and activities to take place
  - Attended to the physical, mental, social, and emotional needs of 30-50 boys age 8-14

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## LEADERSHIP EXPERIENCE

- Member of the Investment Club at Franciscan University of Steubenville
- Missionary teacher in Benque Viejo, Belize with the Missionaries of Peace
- Certified Volunteer Firefighter in the State of Ohio
- National Anthem Performer for three Professional Sports Teams
- Starting Player on the Franciscan Collegiate Rugby Team
- Co-founder of Baron Harmonics and Hilltop Four collegiate barbershop quartets
- 5+ years national competitor through the National Piano Guild Association

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# Benjamin Rodick

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5425 Tompkins Ave, Cincinnati OH 45227  
(C) (207) 831-8481 (E) rodickb@xavier.edu

## Background, Objective

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A recent graduate of Xavier University's full-time Masters of Business Administration (MBA) program concentrating in Business Intelligence. Highly motivated individual with a strong passion for data science. Hands-On experience with statistical software packages and complex data analysis techniques.

## Education and Training

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- July 2016      **Xavier University** Cincinnati, OH  
MBA: Business Intelligence  
*Full-Time "Emerging Leaders Program"*
- May 2015      **Xavier University** Cincinnati, OH  
Bachelor of Arts: Sociology  
Minor in Business Administration

## Areas of Expertise

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- Advanced Statistical Inference
- Data Mining
- Data Manipulation
- JMP/SAS
- SQL
- R

## Functional Experience

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### Data Mining

Project Description: Analyzed a large, real-life, dataset containing 30,000 loan applications.

Performed explanatory analysis through regression techniques in order to build a predictive model to predict interest rates for future loans.

- Machine Learning - Built and tested a model based on historical data in order to apply algorithms to predict future interest rates for loans.
- Results - Able to predict future interest rates with a 96% accuracy rate.

## Relevant Professional Experience

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- 05/2015 -      **Loyalty360** - Cincinnati, OH  
09/2015      **Marketing Coordinator Intern**
- Leveraged company databases to reach out to clients regarding company products.
  - Worked with team to identify the 'best-suited' clients to contact regarding company yearly conference. This project lead to a 10% increase in conference attendance.
- 05/2011 -      **Maine State Golf Association** - Portland, ME  
09/2012      **PJ Boatwright Intern**
- Selected as 1 of 100 interns throughout the United States for competitive USGA internship.
  - Lead a team of peers to connect with clients through a social media project. This project lead to a 20% increase in player participation throughout my time as intern.

## Relevant Coursework

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- INFO 680 - Data Mining
- INFO 674 - Database Management
- INFO 655 - Business Intelligence
- STATS 550 - Business Statistics



# Jennifer Rosenacker

1829 Compton Road | Cincinnati, OH 45231  
513-259-6414 | jrosenacker5@gmail.com

## Professional Summary

Ambitious MBA student with 2 years of diverse healthcare experience with a focus on pursuing a pathway in health education. Effective planner with experience supporting and increasing educational awareness of healthcare platforms. Interacts confidently with the scientific community, leadership, and prospective donors. Strengths include development, empathy, social responsibility and restorative action. Seeking an opportunity with an organization where I can utilize my education and experience to expand health education in the community.

## Education

### **Master of Business Administration**

August 2016 Candidate

Xavier University, Cincinnati OH

- GPA: 3.778/4.000

### **Bachelor of Science in Health Service Administration**

May 2015

Xavier University, Cincinnati, OH

Study Abroad in Italy (2013), Ireland (2014)

Minors: Business, Sociology

- GPA: 3.500/4.000

## Healthcare Experience

### **LifeCenter Organ Donor Network, Cincinnati, OH**

August 2015 – December 2015

*Public Affairs Intern*

- Increased public awareness of organ donation through community outreach
- Supported efforts to ensure a successful Monte Carlo event which hosted 500+ guests to celebrate, educate and fundraise for community outreach
- Approached businesses in the community to ask for donations and support for the silent auction which raised \$21,000
- Reached out to potential partners in the community for advertisement and awareness opportunities
- Composed articles and materials for community outreach

### **Dr. Michael Porody's Office of Rheumatology and Internal Medicine, Cincinnati, OH** March 2014 - July 2015

*Administrative Intern*

- Fulfilled front office and billing office responsibilities such as filing and organizing fee tickets
- Assisted in the preparation of necessary copies to send to the accountants

### **Ronald McDonald House Charities, Cincinnati, OH**

May 2014 - August 2014

*Guest Services Intern*

- Greeted new families and developed relationships with families throughout their stay
- Supported the family application process
- Processed paperwork such as background checks, entered guest and donor information in the database
- Updated information regarding third party insurance payments

## Related Experience

### **Xavier University Alternative Breaks, Cincinnati, OH**

April 2014 - April 2015

*Site and Travel Coordinator*

- Collaborated as a board member with 12 other students and made decisions for the program as a whole which included the involvement of nearly 200 students
- Coordinated 3 trips with separate social justice focuses by organizing all trip details such as living arrangements, meal plans, and itinerary as well as coordinated travel arrangements for all 21 trips

### **McAuley High School, Cincinnati, OH**

Summers of 2012, 2013; May 2014

*Advancement Office Intern*

- Entered data, created spreadsheets, and assisted with marketing aspects
- Created various brochures, articles, and newsletters

## **DeMonte' J. Smith**

5014 Tall Timber Ave, Bowling Green, KY

Cell: (270) 303-9820

Email: [djsmith4492@yahoo.com](mailto:djsmith4492@yahoo.com)

### **Education**

*Georgetown College, (Georgetown, KY)*

Bachelors of Science in Business Administration

Minor: Communications and Media Studies

GPA: 3.1/4.0

**May 2015**

*Xavier University, (Cincinnati, OH)*

Executive Leaders MBA Program

**August 2015-Present**

### **Campus Involvement**

*Football*

**August 2011-December 2014**

- Played 4 years varsity football for the Georgetown College Tigers – 3 Year Starter
- Won 2 conference titles in the past 4 years- Conference Champions 2011 and 2012
- Selected for First Team All Mid-South Conference in the 2014-15 season

*Resident Advisor*

**August 2014-May 2015**

- Managed a residence hall of 100 plus students
- Conducted monthly health and safety checks
- Monitored student conflicts, conduct, and academic issues

*Sports Administration Club*

**August 2013-May 2015**

- Organized and managed sports events on campus
- Brought in speakers to speak on behalf of sports administration for anyone interested in related career fields

*Honor Council*

**August 2014-May 2015**

- Served on a committee that evaluated violations of the Georgetown College Academic Honesty Policy

### **Work Experience**

*Community Education, (Bowling Green, KY)*

**Summer/Winter only 2013-2014**

- Group Leader
- Supervised children between the ages of 5 to 12 for the after school program
- Planned after school games and activities for children in the program
- Identified and responded to children behavior issues

*Vector Marketing, (Bowling Green, KY)*

**Summer only 2014**

- Sales Representative for Cutco
- Sold high quality kitchen cutlery or sporting knives
- Identified prospective customers using lead generating methods and performing an average of 20 cold/reference calls per day.
- Arranged appointments with potential customers and gave presentations about the products being sold

*Geothermal Earthworks, (Bowling Green, KY)*

**Winter only 2010-2013**

- Labor Worker
- Cleaned and helped direct where pipes were to be drilled for heating and air conditioning
- Built foundation for proper insulation throughout buildings

*F & S Fire and Safety, (Bowling Green, KY)*

**Summer only 2009-2013**

- Administrative assistant
- Broke down, refilled, and replaced fire extinguishers at county schools and small businesses
- Organized and filed paper work for each school or business visited in order to prevent any possible issues

### **Community Service Activities**

*Fraternal Order of Police Local Lodge 13*

**2007 – 2012**

- Prepared food baskets for those needing help
- Distributed food baskets during Thanksgiving, Christmas, and Easter

# KYLE WATTS

WattsK@Xavier.edu • (859) 221-3862

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## Education

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**Masters of Business Administration-Pricing Strategy, MBA** August 2016  
*Xavier University*, Cincinnati, OH

- **Certified Pricing Professional, CPP**
- **Expected Completion August 1, 2016**

**Bachelors of Business Administration, Management** August 2015  
*University of Kentucky*, Lexington, KY

- **Dean's List**

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## Experience

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**University of Kentucky Hospital**, Lexington, KY June 2012- November 2014  
*Operating Room Assistant*

- Assisted with cardiothoracic surgery and operating the Control Desk of the department.
- At the Control Desk I acted as a Logistics & Operations Controller for an operating room by directing patients and staff. This required strong organizational skills knowing where everyone was and having precise timing to make the Operating Room function at its highest efficiency.
- Responsible for the oversight of 26 Operating Suites within the department. Acted as a liaison between the operating room and other departments to maximize communication and reduce errors.
- Consulted with other departments to streamline process for paperwork allowing increased safety for each surgical patient and convenience for all staff involved.
- Keyholder for the department, access to narcotics, access to all patient records and databases.

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## Leadership Experience / Community Involvement

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**University of Kentucky Hospital** August 2010 - May 2014  
*Volunteer*

- 1000+ hours of service delivering flowers, mail and messages

**University of Kentucky Athletics** September 2012 – March 2013  
*Water polo*

**Swim Lesson Instructor** May 2009 – August 2011  
*Teacher*

- Taught swim lessons private and public at a neighborhood pool and the YMCA
- Most students were to ages 3-12

# Gali Zummar

Cell: (513) 638-1003  
Email: galizummar@gmail.com  
1725 Cleneay Ave. Apt.1335A, Norwood, OH 45212

## Education

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**Xavier University, Williams College of Business, Cincinnati, OH**

Bachelor of Science in Business Administration

**Expected Graduation Date: May 2016**

Majors: Finance and Entrepreneurship

Cumulative GPA: 3.94/4.0 Beta Gamma Sigma

Dean's List: Fall 2012, Spring and Fall 2013, Spring and Fall 2014, Spring 2015

## Relevant Experience

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**Blue Blob Cleaners, Cincinnati, OH**

**August 2014 - Present**

*Co-Founder, CEO*

- Co-Founded a janitorial and laundry service through Xavier University's Student Run Business Program
- Recruited a core team of students to work for the start-up
- Created a pitch to request capital funding in an effort to launch operations

**Industria de Productos Metálicos S.A. de C.V., San Pedro Sula, Honduras**

**June 2015 – July 2015**

*Operations Manager Assistant*

- Met with SAP Business One representatives to study the feasibility to automate key business functions with their software
- Calculated min-max points of re-order for Truper line of hardware
- Developed online presence by updating website inventory content, social media posts and blogs
- Shadowed the possible market entry of WEG's automation motor line consisting of servomotors and servo-controllers

**Entrepreneurship Boot Camp, Cincinnati, OH**

**January 2014 – May 2015**

*Project Manager*

- Organized an all inclusive entrepreneurship summer camp for prospective college students
- Collaborated with Xavier University's business departments to develop the camp's curriculum
- Delegated different tasks to specific staff members in order to meet deadlines
- Recruited 25 students from more than 10 Cincinnati High Schools to apply for the camp

## Additional Experience

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**Center for International Education, Cincinnati, OH**

**February 2014 - Present**

*Office Assistant / Mentor*

- Administer the front desk and answer preliminary questions to ensure that everyone has been serviced properly
- Schedule meetings and update colleague's calendars
- Advise students on study abroad opportunities based on their financial capabilities and cultural desires

**LaunchCincy, X-LINK, Cincinnati, OH**

**January 2014 – May 2014**

*Weekend Instructor*

- Initiated and directed the LaunchCincy Juntos workshops, in Spanish, for the Hispanic community in Cincinnati
- Coached aspiring business owners on how to launch their own start-up
- Taught the business model canvas, as well as other essential planning steps involved in starting a new venture

## Activities

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- Entrepreneurship Club, *President* 2014-2015
- Business Leaders for Tomorrow, 2013-Present
- Financial Management Association, 2013-Present
- International Student Society, *Event Planner*, 2012-Present
- Student Organization of Latinos, *Treasurer* 2013-2014
- Spanish Club, 2012-Present

## Skills

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- Trilingual: Fluent in Spanish, English, and Arabic
- Microsoft Office Specialist Certificate 2007
- Disk Jockey (DJ)
- Bloomberg Equity Essentials Certification