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### Education

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**Marist College, Poughkeepsie, NY**

**August 2014-May 2018**

B.A. in Communications (PR, HR, Comm. Research, Sports Communications)

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### Skills

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- **Microsoft Proficient (Word, PowerPoint, Excel, Access)**
- **Point of Sale**
- **Quickbooks**
- **ADP Payroll Solutions**
- **Heartland ECSI Payroll**
- **Focus Groups**
- **One-on-Ones**
- **Creative Thinking**
- **General Marketing Skills**
- **Public Speaking**
- **Communications & Leadership**

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### Employment

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**BTN Janitorial Services, Philadelphia, PA**

**January 2016-Present**

*Vice President for Marketing/Human Resources*

- Lead and conduct a healthy working environment for employees understanding in depth demographic profiles and working behavioral attitudes to help ensure efficient task completion.
- Conduct Research and Analytical data for our target market (e.a Residential, Commercial businesses) for future clientele.
- (ROI) Return on Investment as it correlates to budget spending and gained clientele.
- Conducting and prioritizing budget management portfolios for marketing strategies
- Monthly 1-on-1 staff and contract clientele meetings in regards to goal-planning and performance base satisfaction.

**J&S Autohaus & J&S Mitsubishi, Ewing, NJ**

**December 2019-April 2020**

*Sales Associate*

- Lead assessing (VinConnect & VinSolutions) with inventory checklist as it pertains to the customers credit and financial standpoint.
- Effectively implemented Repeat & Referral sales strategy with buyers and browsers.
- Credit bureau knowledge, complete cash deals and credit applications with purchasers and potential buyers.
- Found the common ground with good/bad credit customers
- Established rapport and built great interpersonal relationships with customers.

**Fred Beans FORD Motor Company, Langhorne, PA**

**July-2019-December 2019**

*Sales & Marketing Executive/Representative*

- Internet Sales (VinSolutions), product distribution, customer v. worker relations
- Sold and retained front and back end product knowledge (e.a warranties, interior and exterior car benefits)
- Strategic Sales insight for focus groups and sales team.
- Process of elimination with companies inventory in regards to customers wants & needs.

**NO. 1 Property Restoration, Philadelphia, PA**

**February 2017- December 2019**

*Sales Associate*

- Effectively sold services to home-owners ( e.a minor demolition and service estimates).
- Restored & remodeled residential units.
- Lead Distribution amongst Sales Teams (VinConnect & VinSolutions)

**Marist College, Poughkeepsie, NY**

**May 2015 – August 2018**

### Housekeeper

- Cleaned and organized offices on campus
- Maintained and secured buildings on-campus housing

### Event Staff Student Assistant

October 2015 – April 2018

- Served as an usher for various sporting events on campus (e.a Lacrosse, Basketball, Baseball etc.)
- Game day support staff for Division 1 sports

### Office of Athletics, Marist College, Poughkeepsie NY

June 2015 – December 2017

#### Athletic Operations Assistant

- Landscaping and field maintenance
- Repairs for Athletic Center
- Summer camp support staff

### Mainline Private Security, Philadelphia PA

June 2017- April 2019

#### Nightclub Security

- Greeted guests at door
- Handled guest issues and assisted guests out of club
- Protected guests and secured facility

### Internship

#### Office of Athletics, Marist College, Poughkeepsie, NY

September 2018-December 2018

#### GoRedFoxes.com Multimedia Intern

- Created game previews for all sports inclusive of Marist College
- Developed game schedules and rosters for all sports inclusive of Marist College
- Statistics Recorder during live game

### Football Achievements Awards, and Honors

#### Marist College Division 1-FCS Football Team

Fall 2014-Spring 2019

- Professional Football Free Agent
- Featured on Lou Mobley's "Into the Boundary" Podcast S.1 Ep.13
- Featured on SGDI TALKS: "Men in the Black community dealing with Mental Health" Ep. 3
- 2019 BSN National Scouting Combine Invitee
- 2018 D1-FAF Senior Scout Bowl Game Invitee
- 2018 ALL-Pioneer Football League Honorable Mention
- 2016, 2017, 2018 Team Starter (Defensive End)
- Marist College Academic Honor Roll 2x
- ALL Pioneer Football League Academic Honors 2x
- Named *Team's Most Fashionable Player*, Marist College Football

### Leadership, Nonprofit, and Community Service

#### Focused Athletics, Philadelphia PA

#### Active Mentor, Staff Member and Social Media Consultant

- Help and offer Philadelphia High School athletes access to academic, athletic and professional resources
- Aim to foster the growth of the High School athlete as a person and athlete in order to be a leader

### Brand Associate/Modeling

- ProperKlothing (Online Reseller of Supreme, Nike and Adidas) "Brand Ambassador" Spring 2019
- CJP Cassanova (UK Clothing Brand) "Brand Ambassador" "Photos Upon Request" Spring 2019
- Animal Eye London (UK Clothing Brand) "Brand Ambassador" Winter 2019
- Marist College (Marist Mporium Fashion Department) "Photos upon request" Spring 2018
- Somebody Gotta Do It (Urban Clothing Brand) "Photos upon request" Winter 2018
- INspr (Urban Clothing Brand) "Photos upon request" Winter 2018
- Jiggy Haitian Clothing Line "Brand Ambassador" "Photos upon request" Fall 2017
- Haison Gastan (Resale Customization Original Design Clothing) "Photos upon request" Fall 2017

## **Fashion Retail Classes**

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### **Retailing Principles and Practices**

- Provided an overview of the various types of retail organizations. Covered buying cycles and analyzed a series of strategic decisions made by retail managers in order to communicate more effectively with their customers.

### **Fashion Culture Commerce and Merchandising**

- Modern fashion, iconic design, the role of celebrity in modern fashion, and the way in which fashion trends mirror contemporary values and culture.