

# Student B

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## EDUCATION

UNIVERSITY AT BUFFALO, THE STATE UNIVERSITY OF NEW YORK

**Master of Business Administration**, Jun. 2021

GPA: 3.87/4.00

- Concentration: **Operations & Supply Chain Management**

BARUCH COLLEGE, CITY UNIVERSITY OF NEW YORK

**Bachelor of Science, Business Administration**, Jun. 2015

GPA: 3.50/4.00

- New York City Merit Scholarship, Baruch Incentive Award

## EXPERIENCE

GLOBAL PRODUCTS CORPORATION, Buffalo, NY

**Intern, Planning Department**, May 2020-Present

- Manage forecasting for a product category that historically represents \$250 million in annual sales
- Research vendor costs and pricing variables to better convey margin reports to sales and operations units, taking into consideration contract negotiation schedules
- Developed a strategy to fulfill production requirements when a troubled manufacturing facility was experiencing quality issues, recommending a plan that was approved by senior management and successfully avoided delays
- Co-presented results of impact study to regional sales directors when a key international retail customer requested new delivery terms

UNIVERSITY AT BUFFALO SCHOOL OF MANAGEMENT, Amherst, NY

**Teaching Assistant, Statistics Department**, Aug. 2019-May 2020

- Tutored a class of more than 500 students on the principles of statistics for management
- Collaborated with professor on developing case study assignments that apply statistical skills learned in the classroom to real world business situations, spanning marketing, operations and other business functions
- Communicated targeted feedback, provided effective consultation, and actively coached students to improve performance on assignments and projects

BECKER'S RESTAURANT, New York, NY

**General Manager**, Nov. 2016-Aug. 2019

- Supervised and trained a staff of 15, improving methods of individual and organizational performance
- Promoted to general manager within six months after demonstrating superior leadership and communication skills, as well as the ability to mobilize staff to achieve business objectives
- Built alliances with regional arts and entertainment venues to execute joint marketing campaigns, boosting revenues by 10% in first six months of implementation

BECKER'S RESTAURANT, New York, NY

**Assistant Manager**, Jun. 2015-Nov. 2016

- Analyzed the company's expenses and revenues and organized them in Excel, uncovering opportunities to decrease food and liquor sourcing costs by 12%

## LEADERSHIP & ACTIVITIES

- Elected **Vice President** of Graduate Management Association and established new professional development events for MBAs, as well as fundraising programs that contributed over \$10,000 in charitable giving
- Practice Interviewer for the University at Buffalo Career Resource Center's Practice Interview Program
- English Mentor for International MBA students at the University at Buffalo

## HONORS

- Career Advantage Competition, 1<sup>st</sup> place team, 2020
- Recipient of UB School of Management Alumni Association Scholarship

## SKILLS

- Microsoft Excel, Word, PowerPoint and Project, SAS, SAP