

**Kiarra Ysabel P. Puzon**  
(650) 649-9141, [kiarraysabelpuzon@yahoo.com](mailto:kiarraysabelpuzon@yahoo.com)

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**Objective:** Eager and passionate recent marketing and finance graduate with a strong background in business fundamentals, including sales, marketing, and financial services, seeks a dynamic role that promotes innovation, learning, and development. Demonstrates ability in critical thinking, effective communication, and technology proficiency, aiming to drive successful business outcomes.

**Professional Experience:**

**Apple-** Product Specialist- Stanford, CA (July 2022-Current)

- Acknowledged by management for problem-solving, driving results, and excelling in a fast-paced environment.
- Established and executed sales strategies to meet revenue and unit targets.
- Presented features across various products, encompassing services, tools, and solutions to customers and peers.
- Delivered unparalleled customer experiences, achieving a 100% net promoter score while demonstrating in-depth product knowledge, including software and trade-offs.
- Collaborated closely with the business team and owners, initiating 45+ successful business leads.
- Hand-picked to work with management to lead and serve as an example to the team and fulfill quarterly focuses.

**Stanford Athletics-** Events and Operations Manager- Stanford, CA (March 2022-Current)

- Spearheads operations for NCAA athletic events across all 36 teams, ensuring seamless logistics for home and visiting teams, officials, and fans.
- Maintains impeccable records of the Athletics Department inventory, ensuring organization and accessibility of equipment across campus.
- Demonstrates exceptional problem-solving and decision-making capabilities, trusted exclusively with high-profile individuals.
- Close collaboration and communication with guest services team to ensure an optimal fan experience.
- Upholds the capacity to identify obstacles and work with others to develop and implement solutions.

**Menlo College-** Director of Programming- Atherton, CA (August 2021-May 2022)

- Served as the primary contact and resource for all student government and club events.
- Oversee and initiate student programming board meetings.

**Apetito-** Founder- Quezon City, PH (July 2020-Current)

- A start-up food business utilizing recipes developed for years to enable consumers to order through their devices.

**Education:**

**Menlo College-** Atherton, CA (August 2018- December 2022)- B.S. in Marketing and Finance; GPA: 3.8

**University of Michigan-** Ann Arbor, MI (2020)- Successful Negotiation: Essential Strategies and Skills

**Harvard University-** Cambridge, MA (2019)- Data Mining in Business, Entrepreneurship in Emerging Economies

**Skills:** Business-to-business sales, business development, business case studies, financial business, presentation, interpersonal, written and verbal communication, customer service, analytical, problem-solving, leading by example, influencing others, client-focused, organizational, cross-functional collaboration, database applications, negotiation, multitasking, learning and development, innovation, seek expertise and experience, and high attention to detail

**Tools:** Apple Ecosystem, Google Workspace, Canva, Slack, Google Suite, Box, Zendesk, Workday, and Microsoft Office

