

Zion Black

Springfield, MO | zjblac01@gmail.com | (502) 931-1193

Education

University of Missouri -Columbia | College of Arts & Science

Columbia, MO

Bachelor of Science in Economics | GPA: 3.87 / 4.0

2023 – May 2026

Jackie Robinson Foundation Scholar

2022-Present

Work Experience

Veterans United Home Loans (NMLS #1907)

Columbia, MO

Loan Specialist Immersion Intern (NMLS ID#2604696)

May 2024- Aug 2024

- Youngest Licensed Mortgage Loan Originator
- Specialized in VA mortgage loan origination- processing applications with a 100% accuracy rate.
- Took initiative by optimizing the client script leading to a 95% contact-to-client conversion rate and a 15% reduction in approval times for my clients achieved within two weeks of implementation.

University of Missouri- Fraternity and Sorority Life

Columbia, MO

Student Ambassador

Oct 2023-Present

- Spearheaded the development and execution of educational programs and workshops for the University of Missouri Fraternity and Sorority Life that led to a 25% increase in event attendance.
- Implemented post-event surveys that revealed a 95% satisfaction rate among participants which allowed us to quantify the effectiveness of our educational efforts in fostering personal and leadership development within Greek life.

Springfield-Greene County Park Board | River Cut Golf Course

Springfield, MO

Mobile and Inhouse Sales Representative

Mar 2022- Aug. 2023

- Proficiently oversaw wondering and in-clubhouse concessions sales at River Cut Golf Course.
- Boasting a 97% customer satisfaction rate; a 23% increase in service utilization; and a 10% reduction in response time by implementing efficient processes, personalized recommendations, and prompt issue resolution.

Black Jack Sneakers (Galactic Commerce Authority LLC.)

Jan. 2020 – Dec. 2022

Founder and Chief Executive Officer

- Successfully established and expanded a sneaker concierge service, achieving rapid growth at a high volume.
- Implemented effective marketing strategies and rewards program resulting in a 300% increase in customer base and a customer retention rate of 87% -average customer rating of 4.9 out of 5 for service satisfaction.

Community Projects

Leading The Legacy

November 2024

Lead Coordinator and Conceptualizer

- Implemented professional development and college readiness program for incoming underrepresented college students in lieu of Title IX and the University of Missouri's discontinuation of funding for equity programs.
- Provided students with mentors, college resources, and a network of like students to lean on to make matriculation to and through college equitable and achievable for students of different backgrounds.

Professional Organization

National Pan Hellenic Council President

2024- present

- Oversaw a 100% increase in membership across eight organizations, ensuring a smooth addition of over 50 new members, winning an award and recognition from the Association of Fraternal Leadership and Values.
- Efficiently ran meetings, reducing times by 50% and contributing to a 30% improvement in member engagement.

Phi Beta Sigma Fraternity Incorporated Chapter President

2023-Present

- Curated and conducted recruitment and campus engagement strategy to recharter the Eta Gamma chapter of Phi Beta Sigma at the University of Missouri boosting membership by 1000%, from one to ten, within a school year.
- Won the University of Missouri Chapter of the Year and became an inaugural Missouri Honors Chapter.

Trulaske Consulting Association

2023-Present

- Championed professional development workshops and networking events that increased member participation by 40% and new sign-ups by 50%, as evidenced by post-program surveys.
- Spearheaded consulting projects for local businesses, resulting in a 30% rise in job placement for members.

Additional Information

Skills: Microsoft Office (PowerPoint, Excel), STATA Software, Python, SQL, Certification Tableau, Excel, & Data Analytics

Awards: Dean's List (Fall 23- Present), Jackie Robinson Foundation Scholarship (2022), NAACP Image Award

Relevant Coursework: Intermediate Micro & Macro Economics, Money, Banking and Financial Market, Managerial Economics, Econometrics, Principles of Finance, Calculus, Intermediate Data Analytics, Web Design