

# DREW LICKMAN

## EXECUTIVE SUMMARY

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Results-driven professional demonstrating competitive entrepreneurial spirit and exceptional communication skills. Proven track record in leadership, relationship building, and process improvement. Known for being highly coachable and self-disciplined, with experience in training and mentoring team members.

As a 23 year old, I have built an investment portfolio of over \$85,000 in my first 4 years. I am currently working on acquiring my Series 65 License.

## EDUCATION

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### Bachelor of Science in Computer Science

Minor in Entrepreneurship  
Middle Tennessee State University  
GPA: 3.63 | Dean's List 4 times

*August 2020 - December 2024*

**Relevant Coursework:** Financial Management, New Venture Creation, Entrepreneurship, Principles of Management, Small Business Management, Marketing, Statistics, Data Analysis

## EXPERIENCE

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### Founder | D8 Knight

*January 2024 - Present*

- Developed a comprehensive marketing plan to launch the startup, outlining strategies for market penetration and growth
- Executed a successful cold email campaign, resulting in meaningful connections with potential clients and partners
- Conducted interviews with other founders to gather insights and best practices for startup success
- Maintained up-to-date research and development on new technologies, ensuring the startup remains competitive and innovative

### Technology Specialist & Team Leader | MTSU Walker Library

*January 2022 - December 2024*

- Demonstrated entrepreneurial initiative by identifying opportunities and implementing process improvements that increased operational efficiency
- Built and maintained strong relationships with diverse stakeholders while delivering exceptional client service
- Developed and executed comprehensive training programs for new team members, showcasing ability to coach and mentor others
- Created detailed documentation and communication protocols, resulting in improved team collaboration

### Club Officer & Secretary | MTSU Esports Club

*August 2020 - December 2022*

- Led strategic initiatives to rebuild and grow organization, demonstrating strong leadership and entrepreneurial skills
- Managed detailed records and communications while maintaining relationships with 100+ club members
- Received "Outstanding Student" medal for exceptional contributions to organizational growth
- Developed and implemented new engagement strategies that increased membership participation

## INFO

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## PROFESSIONAL SKILLS

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### Client Relations:

Relationship Building  
Client Service Excellence  
Strategic Communication

### Business Development:

Process Improvement  
Strategic Planning  
Team Leadership

### Core Competencies:

Financial Literacy  
Self-Disciplined Work Ethic  
Adaptability  
Problem Solving

## SOFT SKILLS

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### Leadership:

Team Management  
Coaching & Mentoring  
Strategic Planning

### Business Acumen:

Entrepreneurial Mindset  
Process Optimization  
Project Management

### Communication:

Relationship Building  
Client Service  
Professional Documentation