

DREW LICKMAN

PROFESSIONAL SUMMARY

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.

PROFESSIONAL EXPERIENCE

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

EDUCATION

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

INFO

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PROFESSIONAL SKILLS

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

Leadership:

Team Management
Coaching & Mentoring
Strategic Planning

Business Acumen:

Entrepreneurial Mindset
Process Optimization
Project Management

Communication:

Relationship Building
Client Service
Professional Documentation