

Elias Costello

2631 District Drive, Morgantown WV 26505

Email: emc0032@mix.wvu.edu

Cell: (304) 694-4318

EDUCATION

West Virginia University, Morgantown, WV
Bachelor of Science in Business Administration
Majors: *Marketing and Management of Information Systems*

May 2022
GPA : **3.9**
GitHub: <https://github.com/EliasCostello>

TECHNICAL/ANALYTICAL SKILLS

- Efficient in Microsoft Dynamics, R, R Studio, Tableau, C#, SQL, and Microsoft Office and Teams
- Gaining Proficiency in Wireshark and Python/PyTorch
- Placed Top 10 in a Nationwide Dick's Sporting Goods Data Analytics Competition, where my team and I organized data in R Studio and presented a convincing case for where they should focus marketing efforts
- Placed 1st in Marketing Analysis and Decision Making in a Statewide Phi Beta Lambda Competition where I presented my analysis of what should be done next

PROFESSIONAL EXPERIENCE

IT/Dynamics Consultant

June 2021 – Aug 2021

Plus Consulting | Carnegie, PA

- Completed \$5000 worth of billable work
- Enhanced operational efficiencies by introducing a coding library that shortcuts manual code
- Assisted the Dynamics team to deliver solutions to complex client needs
- Authored an extensive onboarding document to train new consultants

Lead Day Stocker

May 2020 – Aug 2020

Lowe's | Morgantown, WV

- Entrusted with the first of the opened position of day stocker at Lowe's, one where I had to learn and adapt quickly
- Taught 5 stockers hired after me how the new position works
- Collaborated with management to specify and expand the role

Insurance Salesperson

May 2019 – Aug 2019

Rob Johnson State Farm | Clarksburg, WV

- Managed and resolved difficult customer situations
- Connected with 30+ cold calls a day which would result in 3 to 5 follow ups (a 10 to 15% hit ratio)
- Sold potential buyers by developing relationships and understanding customer needs

Host Staff

Summer 2017 – Summer 2018

Muriale's Italian Restaurant | Fairmont, WV

- Provided excellent customer service and satisfaction

Farmhand

Summer 2014 – Summer 2016

Steve Perrotti's Farm | Fairmont, WV

SCHOLARSHIPS

- Scholarship of Distinction Level One, WVU B&E Dean's Scholarship, Fred Haddad B&E Scholarship, WVU Leadership Scholarship, WV Pell Grant Scholarship, Promise Scholarship, WVU Chambers College Scholarship

LEADERSHIP/OTHER INVOLVEMENT

- 2021 WVU MISA President
- Eagle Scout
- Built a Website Template by Client's Request: www.mightymech.com
- 2020 WVU MISA Board Member
- Professional Sales Club Member
- WVU Honors Student