

Ethan Fialkow

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WORK EXPERIENCE

Sales Consultant - Tier 2, January 2023 - Present

Sales Consultant - Tier 1, October 2020 - January 2023

TriNet, Atlanta, GA

- Consult companies in Georgia on every aspect of their Human Capital Management strategy.
- Strategic sales expertise in business process outsourcing, transactional processing, money movement services, hosted technology, SAAS and Cloud Computing.
- Consult businesses on how to reduce cost while optimizing vendor relationships through a streamlined solution
- Assigned to train and mentor multiple new hires on selling strategies, relationship building, and product knowledge

District Manager, July 2019 - September 2020

Associate District Manager, July 2018 - June 2019

Sales Apprentice, June 2018 - July 2018

Automatic Data Processing, Inc. (ADP), Atlanta, GA

- Analyze and consult business owners on their Payroll and HR processes and make recommendations on how ADP's product can help streamline business processes^[1]
- 139% year to date plan at 6 months, while also exceeding the requirements to hit the benchmark^[1]
- Achieved promotion ahead of plan at 11 months, finishing first fiscal year at 141% of plan.
- Placed in the top 5 of the Southeast division in my grouping, therefore qualifying for the incentive trip^[1]
- 3 x contributing member to the winning Region of the Year and 3 x member of the Presidents Club team
- Member of the Board of Directors Team in 2020

Investment Sales Group Intern, May 2017- August 2017

Transwestern Commercial Services, Atlanta, GA

- Created BOV Proformas, Sales Comps, Transaction Summaries, performed Cold Calling, reviewed Leases and Lease Abstracts for the Office, Retail, and Multifamily teams
- Argus Enterprise and Excel Spreadsheet Modeling, as well as exposure to CoStar and Yardi Matrix

EDUCATION

Master of Business Administration, August 2024

The University of Georgia, Terry College of Business, Atlanta, GA

Major: Business Administration

Bachelor of Science in Commerce and Business Administration, May 2018

The University of Alabama, Culverhouse College of Commerce, Tuscaloosa, AL

Major: Marketing Minor: Computing Tech & Applications Specialization: Real Estate

LEADERSHIP

Co-Chair, August 2022 – January 2022

Havinagala, Jewish Family & Career Services, Atlanta, GA

- Planned the 33rd annual Havinagala, which is the largest Jewish young professionals fundraiser in Atlanta
- Raised crucial funds for the event that benefits The PAL Program of JF&CS, Atlanta's Only Jewish Big Brother/Big Sister Program.

Arnovitz Leadership Institute, September 2021 – July 2022

Ahavath Achim Synagogue, Atlanta, GA

- Cultural program that provided unique training in the areas of leadership skills, ritual, marketing, branding, and relational Judaism. Our training will also offer insight into the inner workings of every aspect of the Ahavath Achim Synagogue.

Elections Board Chair, September 2017- May 2018

Board of Governors, April 2017- September 2017

Student Government Association, University of Alabama, Tuscaloosa, AL

- Regulate and oversaw the election process for Homecoming Queen and SGA elections by working with the University
- Reviewed and judged organizations who applied for block football seating based on criteria requirements of GPA and campus involvement

Philanthropy Chairman, November 2015 – November 2017

Zeta Beta Tau, The University of Alabama, Tuscaloosa, AL

- Oversaw and executed the entire chapter's philanthropic and community service events by tracking service hours
- Planned events for the B+ Foundation that raised over \$13,000 to promote and raise awareness for Cancer Research

ACTIVITIES

Small Business Council of Sandy Springs 2019 - Present, Zeta Beta Tau Fraternity, 2014 - 2018

COMPUTER SKILLS

Proficient in Microsoft Office Suite (Word, Excel, PowerPoint, Access, & Outlook); Web Site Design (HTML 5), CoStar, Yardi Matrix, Argus Modeling, Excel Modeling, Salesforce, ADP System (Run platform & WorkForce Now), TriNet System

CERTIFICATES/ HONORS/ AWARDS

Atlanta Jewish Times 40 Under 40 Recipient, Argus Software Certification, 2017 Order of Omega Inductee, 2015 Dean's List, 2017 Paul Corwin Junior Scholarship in Real Estate Recipient, 2017 Morris L. Mayer Endowed Scholarship in Marketing Recipient, & the 2014 Marian F. Perling Hadassah Chesed Student Recipient Award