

Nicole Innis, MBA

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TARGET ROLE: Manager, Assets & Business Development

Recent MBA Graduate and highly qualified project manager with experience in product, sales support and consulting. Known for attention to detail, proficiency with technology, a discerning eye, and a commitment to excellence and engagement. Strong business acumen and cross functional/ international experience.

CORE COMPETENCIES

Market Research	Project management (PMP), (LEED AP)	Sales Development
Presentation, Communication	Board Service – Multifamily	Vendor Management
Budget Development	Consumer goods industry experience	Art Direction

EDUCATION

University of Connecticut School of Business | Stamford, CT **May 2013**
Master of Business Administration in Marketing **GPA: 3.84**
International Management studies in Beijing, Shanghai and Jinan, CHINA (2011)
Concentrated Coursework in Real Estate, Marketing, and Operations

- National MBA Scholarship - Westchester Greater Connecticut Chapter **2013**
- University of Connecticut Real Estate Center Council Scholarship **2013**
- Phi Kappa Phi Honor Society - University of Connecticut Chapter **2012-present**

Cornell University | Ithaca, NY **May 1997**
Bachelor of Science, Management

WORK EXPERIENCE

Monroe College | Bronx, New Rochelle, NY **Sept 2013-Present**
Adjunct Professor – Project Management
Provide instruction for senior-level undergraduates in project management

University of Connecticut International Business Accelerator | Stamford, CT **Jun-Aug 2012**
Research Associate Intern
Assessed the feasibility for a credit exchange program's use as an economic incentive for seaweed harvest industry and bioremediation, including identification of target marketing audiences. Interfaced heavily with state and industry expert stakeholders to develop land use insights

- Influenced legislative and administrative reform for three-dimensional farming of water-based real estate for environmentally beneficial business
- Team work cited in The Stamford Advocate (Connecticut news publication) and Associated Press

University of Connecticut Innovation Accelerator | Stamford, CT **Aug-Dec 2011**
Research Associate Intern
Lead research as part of a select multidisciplinary team of graduate students in inaugural academic/industry partnership program to solve complex business issues for technology-based entrepreneurial ventures.

- Developed commercialization plan for Pitney Bowes' patented RFID technology
- Conducted extensive primary/secondary research to identify optimal markets and product modification
- Presented recommendations to C-suite executives in New Business Opportunity and Corporate Strategy divisions as well as partner intellectual property organization, The IP Factory

Calvin J. Innis MD | New York, NY **Feb 2007-Dec 2010**
Strategy and Business Development Consultant
Assessed business and formulated strategic plan for the exit strategy of 30-year old medical practice

- Executed marketing plan, mixed-use property infrastructure upgrade/ renovation, and sublease strategy
- Negotiated on-line medical record maintenance with the US Department of Health

Sales Planning Manager, 2007-2007

Reported to Senior Vice President. As project manager for National Accounts team, maintained overall strategy and goals for national brands. Established field and corporate relationships to facilitate product distribution in national accounts such as Costco, Target, and Walmart. Collaborated with sales, marketing/research, supply chain and innovation teams on product launches and channel strategy for premium functional beverage and food portfolio

- Represented National Accounts team insights and initiatives for cross-functional team alignment
- Integrated account/consumer needs to produce incremental sales, retail and market penetration
- Presented regional business performance against sales goals for informed decision making

Sales and Marketing Organizational Development Specialist, 2004-2007

Managed Sales and Marketing capability program rollout to 800 colleagues. Leveraged technological and design skills to streamline and market program brand for improved sales. Project managed global climate survey with virtual teams in Mexico, England and Canada

- Directed creative design, public relations media/branding and vendors for increased engagement
- Managed Sales and Marketing training initiatives. Streamlined global program to develop e-learning and web cast alternatives to reduce cost by \$400,000
- Managed INROADS intern for Cadbury's pilot internship program; intern received full time job offer
- Cadbury-nominated to train international students at AISEC leadership summit in Warsaw, Poland

National Sales Training and Distributor Development Specialist, 2003-2004

- Trained sales force on product portfolio and use of technology solutions for mobile productivity
- Oversaw venue selection and logistics for national sessions, including contract/budget negotiation

Information Technology & Company Owned Operations Assistant, 1999-2002

- Managed projects including electronic/print publications for distributors and sales force

CERTIFICATIONS/ SOFTWARE/SKILLS and LANGUAGES

- ARGUS Certification (expected) 2014
- Project Management Professional (PMP) 2009
- US Green Buildings Council: LEED Accredited Professional (LEED AP) 2009
- Microsoft Office Suite; Social Media; Survey tools; Photoshop, Acrobat Writer, PC and MAC literate; Dream Weaver
- Photography, home improvement, blueprint and construction documents
- Spanish & French (Basic)

PROFESSIONAL DEVELOPMENT AND AFFILIATIONS

Cornell University Real Estate Council | Ithaca, NY **2011-Present**
Member

Brentwood Condominium Board of Directors | White Plains, NY: **2007-Present**
Elected President

Oversee contract property management of prewar multi family dwelling including \$1,000,000+ budget, capital improvements and owner/tenant relations

Cornell University Alumni Association of Westchester Board | Scarsdale, NY **2000-Present**
Chair - Community Service Partnership, Digital Media - Westchester County

Yonkers Downtown Business Improvement District (BID) | Yonkers, NY **2009**
Retail Curb Appeal and Merchandising business seminar panelist