

Bradley W. Morrison

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EDUCATION

University of Connecticut, Storrs, Connecticut

Bachelor of Science in Business

May 2017

Major: Real Estate Finance Overall GPA: 3.61

AWARDS

Dean's List, *University of Connecticut*

Spring Semester 2014 to Present

Scholarship Recipient, *UConn Center for Real Estate*

November 2015

Relevant Courses: *Real Estate Law, Investments, Appraisals & Principals*

SKILLS

Computer: *ARGUS*, Microsoft Office Suite, Visual Basic, LinkedIn Sales Navigator, *Salesforce.com*, & *Data.com*

Language: Conversational Spanish

PROFESSIONAL EXPERIENCE

Salesforce.com, New York, NY

Enterprise Business Development Representative, Sales Intern

December 21- January 15

- Supported **12** Business Development Representatives in prospecting initiatives across multiple **top 30** accounts, responsibilities include: research prospective accounts, building organizational charts and acquiring high-level contacts
- Organized and executed Business Development Campaign for new Salesforce product in **100 Enterprise accounts**
- Observed multiple *BDR*'s on calls and attended multiple **Enterprise Customer** conferences

Cornerstone Search Group, Boston, MA

Recruitment Prospecting Specialist, Intern

September 2012

- Prospected LinkedIn profiles as well as personal résumés for potential job candidacies
- Organized detailed charts and spread sheets using Excel for fluent employee evaluation
- Identified and recruited professionals for their senior staff through executive management level needs

UNIVERSITY OF CONNECTICUT ACTIVITIES

Real Estate Society, *Member*

Fall 2013 – Present

Finance Society, *Member*

Fall 2013 – Present

OTHER EXPERIENCE

UConn Center for Real Estate

Fall 2014 – Present

Student Worker

- Assisted in daily business operations by organizing student's personal data and outgoing emails

The Madison Beach Hotel

June 2015 – August 2015

Waiter

Atlantic Fish & Chop House, Edgartown, MA

Waiter

Summer 2014

- Winner of the Dessert Contest from selling the most desserts among **33** other competitive servers

The Boathouse, Edgartown, MA

Waiter

Summer 2014

The Paperback Café, Old Saybrook, CT

Barista

March 2010 — May 2014

VOLUNTEER SERVICE

Senior Center- Estuary Council, Old Saybrook, CT

Senior Event Coordinator

February 2013

Habitat for Humanity, Hartford, CT

October 2014

