

Marc Urbealis II

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EDUCATION

Champlain College | Burlington, VT

Certification - Software Engineering

May 2023 – December 2024

GPA: 3.8

- Honors and Clubs: Perfect attendance award, top 100 students award for 2023 calendar year.
- Learned and developed various real-world solutions through numerous languages/software's.
- Developed modern programming skills geared toward responsive and scalable solutions.

F.I.R.S.T INSTITUTE | Orlando, FL

Certification - Graphic Design, Web Development, UI/UX, Digital & Motion Graphics

June 2022 – March 2023

GPA: 3.9

- Dedicated thirty-five hours a week collaborating with classmates and experienced leads on key technical strategies in web design and development practices.
- Learned various design techniques, the history of design, and modern software functionality for mobile and web.
- Honors and Clubs: Perfect attendance award, presidents list high honors.

Monmouth University | West Long Branch, NJ

B.S - Business Administration, Marketing & Management Decision Sciences

May 2016 – March 2020

GPA: 3.6

- AACSB Internationally accredited University that maintains required Assurance of Learning
- Honors and Clubs: Freshman & Sophomore year presidents club.

WORK EXPERIENCE

Business Development Specialist – FULL TIME

Walser Wealth Mgmt. | Tampa, FL

June 2021 – May 2022

Responsible for identifying opportunities for business growth and optimizing marketing strategies. Analyzing business processes and finances, implementing business plans, and establishing effective networks for existing and prospective clients. Analyzing and expanding business operations toward sustained growth. Monitoring revenue streams and identifying opportunities to increase profitability. Evaluating and improving sales, marketing, and branding strategies. Performing competitor analysis toward obtaining an increased market share. Liaising with Sales, Marketing, and Management to align strategies aimed at increasing revenue.

Leasing Specialist – FULL TIME

Greystar | Tampa, FL.

April 2020 – May 2021

Responsible for all leasing functions including client management systems, showcases, pre-qualifications, marketing materials and structuring leasing packages. Completed weekly quality assurance and attended weekly sales meetings with District Manager to discuss lead management updates, property inspections, renovation status, and challenges related to business development and marketing.

Marketing Associate – INTERNSHIP

CMDS | Colts Neck, NJ

January 2018 – January 2020

Aided in office operations and attended weekly marketing and operational meetings. Worked closely with project managers and cross-functional teams to transform preliminary ideas to wireframes, mockups, and reliable digital solutions. Worked on graphic design and copywriting materials, email marketing campaigns and digital advertising projects. Stayed updated on the latest trends in tech and best practices, while learning the value of SEO, google analytics, and innovative marketing strategies. Exposed to all aspects of SaaS and Agile methodologies.

SKILLS AND INTERESTS

Technical Skills: HTML, CSS, JavaScript, Typescript, Java, Python, C++, SQL, PHP

Design Skills: Microsoft Office, Adobe Creative Cloud, WordPress, Figma, Sketch, WebFlow, InDesign, InVision, Miro, Marvel

Interests: Sports, Health & Wellness, Mix Martial Arts, Tech, Art, A.I