



Andreea Fatu

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SKILLS SUMMARY

- Developing leadership and managerial qualities; see Executive Vice President of Business Development
- Follow-through, dedication, and can meet deadlines; see Customer Service Desk Manager
- Take initiative and can problem solve; see 'R Space Co-Founder
- Logical, detail-oriented, and professional; see PwC Audit Associate
- Learning to code in Xcode (Apple iOS) and SDK (Android); Proficient in Microsoft Excel and Access
- Fluent in Romanian, very good knowledge of French, understand Spanish

EXPERIENCE

EXECUTIVE VP OF BUSINESS DEVELOPMENT, **PRISMRESOURCES**, WATERLOO Aug '14 – Present

- ➔ Managing all PRISM projects, including supporting all 15 VPs' projects
- ➔ Shadowing and supporting President
- ➔ Have 2 Business Intelligence Analysts that report directly to me
- ➔ Have a budget of \$250,000/semester
- ➔ Report to President and Board of Directors
- ➔ Working on long-term strategy for PRISM
- ➔ Creating a Metrics & Analytics extension to our ERP to make PRISM more data-driven

AUDIT ASSOCIATE, **PRICEWATERHOUSECOOPERS (PWC)**, TORONTO May '14 – Aug '14

- ➔ Audited financial statements for a variety of clients; including government, mining, private corporations, pensions, and an acquisition
- ➔ Worked in a team environment, but with individual tasks and deadlines
- ➔ Was specifically requested in my later jobs due to efficient and accurate work, as well as a hardworking attitude

DESK MANAGER -CUSTOMER SERVICE, **PRISMRESOURCES**, WATERLOO Sept '13 – Apr '14

- ➔ Trained, supervised, and helped eight customer service representatives
- ➔ Purchased approximately \$20,000 in new equipment for our rental service
- ➔ Proposed and directed a \$65,000 Enterprise Resource Planning system overhaul project

CO-FOUNDER & CHIEF GROWTH HUSTLER, 'R SPACE, WATERLOO May '13 – Present

- ➔ In charge of external relations, therefore communicating with clients, sponsors, and affiliates
- ➔ Focused on improving and developing new initiatives to increase our company and service's value
- ➔ Secured crucial contracts with both insurance as well as our two largest affiliates –MassageWorks! and Medix College of Healthcare– for specialised training of employees (saving thousands in training costs)

CUSTOMER SERVICE REPRESENTATIVE, PRISMRESOURCES, WATERLOO

Jan '13 – Apr '13

- ➔ Worked with Excel and Access to manage various databases
- ➔ Saved the company over \$500 in equipment costs through trouble shooting and ingenuity
- ➔ Partnered with the VP of Training Services on various PRISM tech improvement initiatives
- ➔ Appointed Socials Coordinator, organized two company events

EDUCATION**WILFRID LAURIER UNIVERSITY – WATERLOO, CANADA**

2012 – Present

Bachelor of Business Administration, Co-op Stream

- ➔ Received President's Scholarship of Distinction (\$20,000)
- ➔ Pursuing a double-minor in Economics and Psychology

AWARDS**UNIVERSITY**

➔ Laurier Entrepreneurship Competition Finals ('R Space)	5 th	2014
➔ DECA Queen's Invitational -Business Ethics	1 st	2013
➔ Nspire 24-Hour Start-up Competition	1 st	2013
➔ DECA Laurier Competition -Business Management	2 nd	2013
➔ Customer Service Representative MVP	n/a	2013
➔ King St. Residence Academic Award (highest GPA, female)	n/a	2013
➔ Laurier's Rising Star Award (business student with most potential)	n/a	2013
➔ Laurier Academic Case Conference (team)	1 st	2013
➔ BDO New Venture Competition (team, of 300+)	4 th	2013
➔ PepsiCo Pitch Competition (of 1800+)	4 th	2013
➔ Xlerate Case Conference (team)	2 nd	2013
➔ DECA Queen's Invitational -Retail Management	1 st	2012
➔ DECA Queen's Invitational -Charity Case Competition	1 st	2012
➔ DECA Ryerson Invitational –Human Resources	2 nd	2012

HIGH SCHOOL

➔ Optimist Club of Oakville Scholarship Award (\$2,000)	n/a	2012
➔ Begbie National Canadian History Contest	4 th	2012
➔ DECA Ontario Provincials (international qualification)	5 th	2012
➔ DECA Ontario Provincials (international qualification)	1 st	2011
➔ Halton French Public Speaking Competition	2 nd	2011
➔ Halton English Public Speaking Competition	3 rd	2011
➔ TEDxIB Competition and Conference (selected to attend)	n/a	2011
➔ Queen's University Debate Tournament (top junior speaker)	1 st	2010
➔ Corpus Cristi High School Debate Tournament (speaker)	1 st	2010
➔ Western University Debate Tournament (team)	4 th	2010
➔ Ontario Debate Provincials (team)	10 th	2009