

ANDREW LUPTON

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EDUCATION AND AWARDS

- 2018-present **BSc Human & Organizational Development/Spanish, University of Vanderbilt**
Minor: Business
- GPA: 3.46/4.00
 - SAT: 1560 (780/780) – **99th percentile**
 - Deloitte Case Competition at Vanderbilt – **Finalist**

EXPERIENCE

- May 2020- **Greek House, Inc.**
July 2020 **Custom apparel company**
Sales and Marketing Intern
- Coordinated efforts among team of 60 that drove \$27,000 in total sales
 - Implemented automation program to boost sales outreach by 400%
 - Built lead list to increase potential accounts threefold
- Mar 2019- **Pi Kappa Alpha Fraternity**
Present *External Vice President*
- Created a COVID-19 response policy that allowed 0 infections among 65 members
 - Transformed event setup procedures to reduce setup time by 80%
 - Overhauled chapter policy by creating a 9-page policy recommendation
- Social Chair*
- Allocated and implemented \$10,000 renovation budget
 - Coordinated \$6,000 trip for 26 people
 - Optimized homecoming budget to save 20% of funds
- Jan 2019- **Innovation 8 Student Consulting Group**
May 2019 *Consultant*
- Analyzed inefficiencies in campus dining system to propose 5-part policy recommendation to campus administration
 - Delivered of 148 lbs of excess food to local food bank, exceeding projections by 294%
- Sept 2018- **Stambaugh House Advisory Council**
May 2019 *President*
- Led team of 8 in the creation of a community event that served 500 people
 - Moderated meetings between House Advisory Council and administration
 - Coordinated initiative to reduce energy use in 240-person dormitory, resulting in a 11% decline in energy expenditure

SKILLS AND INTERESTS

- **Language:** Spanish (proficient)
- **IT:** Office Package (Word, Excel, PowerPoint, Access), PersistIQ
- **Interests:** Music (played Carnegie Hall), Dance (participant in cultural showcase), multicultural experiences (have participated in multiple exchange programs in South America)