

# Zacharias Beck

SUMMER INTERNSHIP

## Details

Fullerton  
United States  
7148157955  
[Zaach.beck@gmail.com](mailto:Zaach.beck@gmail.com)

## Skills

Leadership  
Adaptability  
Interpersonal Communication  
Business Analytics  
Market Research  
Networking  
Customer Service  
Project Management  
Resilience  
Coaching  
Growth Mindset

## Profile

Hardworking and enthusiastic College Student working towards a double B.S. in International Business and B.S. in Marketing. I am seeking to develop my skills and interests relating to the analytical side of the business world.

## Projects

### Business Consulting Project, Pomona

AUGUST 2023 – DECEMBER 2023

Currently working with The Apollon Company (a Japan based Control Engineering Firm) on consulting their expansion to the United States. Using a variety of analysis methods to identify strengths within their company, combining this with wide market research to find a compatible market fit that aligns with the CEO's interests. We have focused on the drone industry, specifically its application to warehousing and logistics. Through my cold calling and networking abilities, I was able to create a direct connection to a warehousing consultant that works with some of the biggest logistics companies. (This is an ongoing project)

## Employment History

### Event Coordinator, Magic Milk, Alhambra

MARCH 2022 – NOVEMBER 2022

- Coordinated 25+ event staff and volunteers to ensure smooth operations to maintain a high-quality product experience for guests
- Increased revenue by direct-to-consumer education and marketing to differentiate our drinks from 30+ other boba vendors
- Over my time realized over 100k in revenue and increased our profit margin on average 3% over each event.
- Sought-out opportunities and maintained relationships with event and catering customers to maintain business and explore new opportunities
- Created measures to track and analyze basic business functions in order to refine and increase profits over my time with Magik Milk's events
- Effectively coordinated with the founders and partners during weekly meetings to develop and implement marketing plans to push traffic to our first store opening

### Server/Bartender, Rosines Mediterranean, Anaheim Hills

JULY 2021 – PRESENT

- Exceeded customer service expectations by providing friendly and courteous service to all guests
- Used conflict resolution techniques to diffuse tense situations and maintain a positive atmosphere
- Quickly adapted and became more than proficient with a wide range of techniques and knowledge on short notice

## Education

### Double B.S. in International Business and Marketing, Cal Poly Pomona, Pomona

SEPTEMBER 2020 – PRESENT