

Adry Quezada  
Corona, New York, 11368  
AdryQ95@gmail.com  
(917)-584-0392

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### **Education**

St. John's University, Queens, NY

May 2017

**Bachelor of Science in Marketing, Minor: International Studies, GPA 3.5**

Study Abroad: Spain, France and Italy

August 2015-December 2015

### **Business Projects**

AAF National Student Advertising Competition

September 2016-May 2017

#### **SJU Team Competitor**

- Collaborated with a team of 23 students to conduct market research, gain consumer insight and develop a marketing campaign to increase brand awareness for Tai Pei Brand
- Conducted a nationwide Attitude, Awareness and Usage survey with over 1,000 responses across 37 states
- Created two media plans, one with a \$10 million budget and the other with a \$15 million budget

### **Experience**

United Debt Settlement LLC

August 2018- present

#### **Senior Debt Negotiator**

- Management and Negotiations of a debt portfolio eclipsing 15 million dollars consisting of a mixture of consumer and business debt
- Average settlement obtained is under 50% of principal balance with extended terms in favor of our clientele
- Resolution of legal debt accounts with various law offices before court dates are rendered, while still maintaining favorable settlement percentages.

Hilton Grand Vacations

April 2018- August 2018

#### **Marketing Representative**

- Primary source of client relations and resolutions.
- Sold promotional vacation packages and generated strong sales leads
- Booked qualified vacation ownership (timeshare) sales presentations for prospective Hilton Grand Vacations owners, club members and other qualified guests at Hilton Hotel properties

Wedding Salon, New York, NY

January 2017-May 2017

#### **Marketing/Event Planning Intern**

- Successfully guaranteed a minimum of 30 new leads weekly utilizing online advertisements, print magazines, and wedding related websites
- Crafted calendar listings on various online platforms to raise awareness for upcoming shows in different states across the U.S.
- Vetted and screened attendees to confirm their legitimacy

Bloomingdale's, Garden City, NY

February 2015- August 2015

#### **Sales Associate**

- Consistently exceeded weekly sales goals.
- Provided excellent customer service to demanding clientele in a fast paced environment.
- Partnered with team members and coordinated nationwide specialized client projects.

### **Skills**

Language: Fluent Spanish and English, Conversational French

Software: Microsoft Word, PowerPoint, Excel, Salesforce, Talk Desk, FileMaker, iMovie Facebook, Instagram, and Twitter,