

ANDREW MURRAY DUNN

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914.924.1995

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA, Philadelphia, PA *Sept 2008 – Present*
Degree: Candidate for Bachelor of Science in Economics
Concentrations in *Management (Entrepreneurship specialization)* and *Operations & Information Management*
Expected Graduation in May 2012
Study abroad: **Universita Bocconi**, Milano, Italy *Aug 2010 – Dec 2010*

WORK EXPERIENCE

Home Box Office (HBO), New York, NY *June 2010 – Aug 2011*
Emerging Technology Intern. Assisted VP on research projects used to drive HBO's business strategy on consumer platforms. Areas of focus ranged from the mobile and connected TV landscapes, to meter-based usage and bandwidth cap pricing strategies, as well as startups in the online video space. Collaborated on the design of HBO's Campus Representative program.

Millennium Management LLC, New York, NY *June 2010 – Aug 2010*
Execution Trading Desk Intern. Responsibilities included analyzing the performance of portfolio managers and traders, calculating commissions and transaction figures, creating internal research projects and presentations, processing compliance materials, and shadowing traders.

NSK Entertainment, New York, NY *Feb 2010 – Present*
Founder, Events Director. Started original venture that provides niche entertainment through event management and musician and brand promotion. Recently chosen by the Kairos Society as one of the top 50 Student Run Start-Ups of 2011. Coordinated large events (300+ guests), exercised a multitude of creative marketing strategies, forged close relationships with venues, artists, industry professionals and entrepreneurs.

Ivy Insiders, Armonk, NY *May 2009 – Aug 2009*
Branch Manager. Created and executed sales and marketing plan for SAT tutoring services based on competitive landscape and customer demographic assessments.

EXTRACURRICULAR ACTIVITIES

Zeta Beta Tau Fraternity *Sept 2009 – May 2010*

- Social Chair- Organized brotherhood, social, and fundraising events. Worked closely with Executive Board and alumni. Developed a \$12,000 budget for one of the largest fraternities in the university and instituted a number of new initiatives and projects contributing to the betterment of the organization.
- Freshman Class President- Liaison between the brotherhood and new members. *Jan 2009 – May 2009*

Big Thinkers Club *Sept 2009 – Present*

- Founder and Co-President- Forum for a small group of entrepreneurial students to brainstorm ideas for businesses and inventions. Examine cases and draw out ideas. Recently awarded \$1,000 from the Weiss Tech House to further the development of an original product concept that makes decorative use of memorable T-shirts and keepsakes. Currently prototyping, conducting market research, testing demand with a small production run, incorporating the business and filing a provisional utility patent.

Interactive Media Group *Sept 2011 – Present*

- Board Member – In charge of speaker outreach for Penn's largest tech startup community.

Additional Activities

- **Club Ski & Snowboarding Team**- qualified for snowboarding nationals (USASA) in 2010 season
- **The Daily Pennsylvanian**- Marketing Assistant
- **Ronald McDonald House * Wharton Media/Entertainment Club * American Jewish World Service**

SKILLS AND INTERESTS

- Campaign for Working Families- Certified Tax Preparer *January 2011*
- New York State Real Estate Salesperson's License *Aug 2009*
- Professional Tennis Registry Certified Instructor *June 2006*
- Proficient with MS Word, Excel, PowerPoint, Final Cut Pro
- Language skills: conversational in Spanish, beginner in Italian
- Interests: snowboarding and skiing, travel, film production, outdoor activities, Internet discovery