

Kailey Marie Raymond

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Education

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| <i>University of Richmond</i> , University of Richmond, VA | May 2012 |
| <i>Robins School of Business</i> , <i>Business Week No. 15</i> | |
| BSBA: Business Administration, Entrepreneurship Concentration | |
| Double Major: Latin American and Iberian Studies | |
| Cumulative GPA: 3.95, Summa Cum Laude | |
| <i>Universitat Pompeu Fabra</i> , Barcelona, Spain | Fall 2010 |
| <i>Universidad Blas Pascal</i> , Córdoba, Argentina | Summer 2009 |

Honors and Awards

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| <ul style="list-style-type: none">Winner of the Richmond Chamber of Commerce's i.e. Competition, Named "Richmond's Next Best Startup" for inLieu | Summer 2012 |
| <ul style="list-style-type: none">Dean's List, All Semesters | |
| <ul style="list-style-type: none">Golden Key Honor Society, Phi Beta Kappa Honoree, Omicron Delta Kappa Honree, Phi Sigma Iota Language Honor Society, Beta Gamma Sigma Business Honor Society | |
| <ul style="list-style-type: none">1st place University of Richmond Pitch Competition for inLieu, Finalist McWick Case Competition | |

Professional Experience

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| <i>Boston Startup School</i> , Boston, MA | Summer 2012 |
| Sales and Business Development Track | |
| <ul style="list-style-type: none">Learned sales, negotiation, and closing skills from Boston-based entrepreneursWorked with other students on real-world projects focused on strategy and implementation | |
| <i>Breadcrumbs</i> , New York, NY | Summer 2011 |
| Marketing and Development Intern at Tech Start-Up | |
| <ul style="list-style-type: none">Worked alongside CEO as an integral part of highly motivated start-up teamConducted market research to facilitate advertising efforts and lead generationAuthored website copy and contributed key elements to design aestheticDeveloped creative online and print advertising materials | |
| <i>The Virgin Spa at Natirar</i> , Peapack, NJ | Summer 2010- |
| Hostess at top-rated NJ restaurant, Ninety Acres | Summer 2011 |
| <ul style="list-style-type: none">Collaborated with the entire staff to ensure exceptional service while adapting to constantly changing circumstancesEstablished excellent coordination, problem-solving, communication and organizational skills | |

Leadership

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| <i>Student Admissions Representative</i> , University of Richmond | Fall 2009- Spring 2012 |
| <ul style="list-style-type: none">Communicate well with groups, eagerly guiding prospective students through the university campus each year | |
| <i>Alpha Phi Omega</i> , University of Richmond | Fall 2009- Spring 2012 |
| <ul style="list-style-type: none">Oversaw the Fellowship Committee of my pledge class, developing creative social events and recruiting enthusiastic new members to the fraternity | |
| <i>Alpha Kappa Psi</i> , University of Richmond | Fall 2009- Spring 2011 |
| <ul style="list-style-type: none">Founding brother of the Delta Zeta chapter of the business fraternity, Alpha Kappa PsiDeveloped strong leadership and communication skills while working to re-charter the chapterServed as Community Service Chair, planning and organizing philanthropy events | |
| <i>ESL Teaching Assistant</i> , Richmond, VA | Spring 2009 |
| <ul style="list-style-type: none">Guided ESL students' lessons at a local Richmond public elementary schoolEncouraged and motivated children to see the fun in learning | |

Additional Activities and Skills

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| <i>Language Skills</i> , Proficient in Spanish; reading, writing, and speaking | |
| <i>Richmond Club Swim</i> , Dedicated team member | Fall 2008- Spring 2012 |
| <i>Microsoft Office Suite</i> , Proficiency in Word, PowerPoint, and Excel | |
| <i>Backpacking</i> , Love of travel, experiential learning, highly adaptable to change | |