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| [Stefan.SeltzAxmacher@gmail.com](mailto:Stefan.SeltzAxmacher@gmail.com)  (240) 643-7887 | 15 Walbridge St.  Boston, MA, 02134 |

**Stefan Seltz-Axmacher**

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Work Experience

**MyCube, AB,** Singapore June 2011-September 2011  
 Business Development/Content Intern

• Analyzed and made recommendations for Expat Housing that saved the company $120,000USD.

• Built a database of over 400 qualified leads and managed a 35-intern team to expand it to over 1400 leads

• Worked with Chief Revenue Officer to research and develop market insights to shape corporate strategy

• Led an inter-cultural team that represented five continents and eight countries

• Collaborated across functional departments to ensure business team ideas were realizable by the development team

• Proposed, organized and intensively managed a handpicked team of 12 other interns to develop 14 different product improvements and which were proposed to the senior management team. All 14 ideas were slated to be implemented

• Successfully pitched a business plan to C-level officers and the head of a $100 million dollar Venture Capital firm

**Maurice and Needleman, PC** Philadelphia, PA September 2009-March 2010  
 Paralegal/Legal Intern

• Managed and tracked over 150 separate cases per day as they moved through five different legal processes

• Developed organizational tracking systems that reduced redundancies, shortening case process time by 20%

**Southco, Inc.** Concordville, PA September 2008-March 2009

Transportation Marketing and Product Management Intern

• Analyzed the market for various products and helped prepare reports including detailed technical analysis

• Helped customers determine the solution for a highly technical problem by organizing a team to troubleshoot potential malfunctions, eventually finding the solution

Education  
 **Drexel University**, Philadelphia, PA  
 BScBA Double Major in International Business and Marketing Graduated June 2012

Minor: Politics GPA: 3.54/4.00

Recipient: Dean’s List, A.J. Drexel Academic Scholarship

Study Abroad: Drexel in Singapore, Nanyang Technological University January-September 2011

**Boston Startup School**, Boston, MA  
 Sales and Business Development Training Program June-July 2012

Facilitated Lunch Sponsorship for 75 Entrepreneurs

Leadership Activities

• Managed and directed a ten person team to organize a philanthropic concert that grossed $10,000

• Vice President of Student Conduct: lead the risk management of the 500-member large Drexel Fraternity community

• Demonstrated sales skills by recruiting 20 Fraternity members at an average $3900 each for a total of $78,000 revenue

• Personally lead and organized 25+ campus-wide social events with 25-300 attendees

• As an Orientation Leader, lead groups of 300+ incoming freshmen through two-day orientations. I was the only Orientation Leader able to handle a 15-person group alone. Presented to families when original presenters failed to appear

Honors

• Foundation for Global Scholars General and Globe Trot Scholarships (2011)

• Honorable Mention for 2010 *Foreign Affairs* Student Essay Contest (2010)

• Independent Study with Prof. Lawrence Duke, Professor of Marketing and International Business (2010)

• Won college-wide Mikes Bikes (2008), PharmaSim and Country Manager Business Simulation Competitions (2010)

Activities

• Part-time help desk support at Drexel iSchool, College of Information Science and Technology

• Habitat for Humanity, New Creation (At-Risk Youth) Recreation Center

• Studied Spanish in Guatemala

• Extensive travel throughout emerging economies including Hong Kong, South Korea, Vietnam, Thailand, and Burma

• Published on Social Media Today, a reputable social networking blog

Skills

• Basic understanding of Enterprise Software Suites; including SAP, Datawarehouse, QLaw, Goldmine and more

• Intermediate Spanish

• Basic Mandarin Chinese

• MS Office (Word, Powerpoint, Outlook, Excel), Prezi and Google Apps (Documents, Spreadsheets, Gmail, Calendar)