

Alix Naugler
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EDUCATION

University of San Diego , San Diego, CA	Expected May 2017
Bachelor of Business Administration in International Business, Spanish Minor	GPA: 3.95
<ul style="list-style-type: none">USD First Honors Recipient, Anticipated Summa Cum LaudeStudied abroad in Madrid, Spain	August-Dec. 2015

CAREER-RELATED EXPERIENCE

Business Development and Analyst Intern , Bainbridge Inc., La Jolla, CA	March 2016-Present
<ul style="list-style-type: none">Communicate with key industry decision-makers and gather and analyze quantitative and qualitative data for Fortune 500 clients to uncover industry, company, and customer trends.Interpret gathered data to provide meaningful information to help clients with strategic decision-making on products, competitors, future purchases, and for use in marketing and distribution plans.Update and communicate research results to stakeholders and make appropriate strategic recommendations.Create information packed reports and PowerPoint deliverables to visually portray data at client presentations.Develop in-depth client proposals for competitive and customer-based intelligence consulting projects in collaboration with business development team to promote Bainbridge's expertise and available resources.Formulate project scopes and create infographics and whitepapers to portray Bainbridge's methodology, strategy, and timeline, customized to address client's needs.	

RELATED PROJECTS – BAINBRIDGE, INC.

- Assisted in the creation of the project design, scope, and initial research for a proposal that captured a project engagement valued at more than \$120,000 for a Global Fortune 100 healthcare company.
- Contributed primary-source findings, interpreted data points into actionable strategies, and developed customized PowerPoint deliverables for a Fortune 500 SaaS company within one month in position.
- Assigned to Bainbridge's long-time client, a leading educational testing service company, within 2 months of position to drive various competitor and customer-based intelligence research and data analysis projects:
 - Primary contributor on a customer-based intelligence project valued at more than \$30,000

ADDITIONAL WORK EXPERIENCE

University of San Diego Mission Fitness Center (MFC), San Diego, CA	Sept. 2013 – March 2016
Scheduling and Staff Development Team Leader (Dec. 2014 – March 2016) Staff Communications Project Supervisor (June 2014 – Dec. 2014) Recreation Operations Assistant (Sept. 2013 – June 2014)	
Employee of the Year Award (youngest recipient in facility's history)	May 2015
<ul style="list-style-type: none">Interviewed and hired employees, coached employees on facility operations and policies, managed 6 employees.Created and refined the facility's 108 hour per week staff schedule that accommodated 22 total employees.Helped team members set manageable, concrete, yet ambitious goals, and paired employee strengths to roles.Managed, tracked, and organized ongoing projects, monitored project development, and reported progressAssessed the effectiveness of development training programs and updated to improve staff performance.Created a process to improve budget forecasting and analysis and track accumulated and remaining costs.	

AWARDS & RECOGNITIONS

University of San Diego Acalá Scholarship	Sept. 2013-May 2016
GEICO Regional Achievement Award	May 2016
San Diego Social Innovations Challenge Award	May 2015

STRENGTHS & SKILLS

Career-specific strengths: project management, project engagement proposals, data interpretation, predictive analysis, competitive landscape analysis, market/competitive intelligence, needs analysis, primary/secondary-source research, volume/price projections, infographics, strategic recommendations, team leadership & development, client deliverables

Skills: Microsoft Office Excel Specialist Certification (Nov. 2014); professional written, reading, and oral proficiency in Spanish