

# Jay Saul

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## Economics Major Targeting Full Time Position

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Results oriented, and possess the skill and the will to learn and perform. Excellent communication skills with a sincere desire to help others.

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## Education

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**Bachelors of Art, Economics, emphasis in Accounting**      **GPA: 3.1**  
**University of California Los Angeles**      **Expected Dec 2014**

*Coursework in major include:*

- Microeconomics, Macroeconomics, Labor Economics
- Econometrics, Investments, Finance

*Coursework in minor include:*

- Financial Statement Analysis, Ethics, Audit
- Tax Principals and Policies

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## Experience

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**Research and Business Development Intern**  
**Charlesworth & Rugg, Inc., Woodland Hills, Ca**      **2013-Present**

- Set meeting with prospective clients for the 401(k) program
- Created records of prospects interest to aid in a more efficient sales process.
- Created and developed a database of mutual funds. Tracked strategy, style, risk level, and performance of each fund.
- Created and expanded on new marketing idea such as brochures, client surveys, and social media
- Helped development of a yearly market research folder and the research of a macroeconomic model.

**Freshman Basketball Coach**  
**Calabasas High School, Calabasas, Ca 2011-2012**

- Promoted to head coach after winning Marmonte League title as an assistant in my first year.
- Create game plans, control subbing, design plays, create practice plans that promote individual development and team success, teach competitiveness and a winning attitude, give motivational speeches, and individually communicate with players and parents.
- Referral based individual and group training after practice

**Sports Coach and After School Program Director**  
**Kadima Day School, Woodland Hills, Ca**      **2010-2012**

- Promoted to sports coach after three months as substitute teacher
- 4<sup>th</sup> and 5<sup>th</sup> grade Soccer, Basketball Flag Football Head Coach. Taught discipline, focus, and enthusiasm.
- Organized and marketed a weekly after school sports program as well as ran weekly activities

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## Additional Skills

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- Strong communication skills

- Proficient in Microsoft Word, Excel, and Powerpoint
- Intermediate skills in Stata programming