

Lori O'Neill
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SUMMARY STATEMENT: Honors graduate of Penn State University's Energy and Sustainability Policy program seeking a sales, marketing or communications position. Offering hands-on experience in customer service, SEO and small business management. Commended for superior organizational skills, excellent presentation skills, and attention to detail by former managers, clients, and professors.

EDUCATION

The Pennsylvania State University	5/2010 - 12/2014
Bachelor of Arts in Energy and Sustainability Policy	GPA 4.0

WORK EXPERIENCE

Intern, Design Thinking Team Ashoka Global, Arlington VA	3/2015 - present
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- Interviews stakeholders and external users to determine effective website design
- Member of design team producing an internal on boarding prototype model
- Researches and documents external websites and social media platforms for impact content

Independent Retail Purchasing Agent LAO Distribution, Arlington VA	10/2010 - 11/2014
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- Facilitated successful retail trade transactions between buyers and suppliers
- Effective communication with clients on a daily basis
- Increased annual sales by 400% from 2013 to 2014

Intern, Environmental Sustainability Give a Dog a Bone (GADAB) Pet Services, Arlington, VA	1/2013 - 8/2013
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- Created an environmental sustainability plan to minimize GADAB's CO2e emissions
- Created marketing plan to promote company's sustainability efforts within community
- Created and maintained weekly blog communicating company's sustainability efforts

Administrative Assistant Dress Barn Regional Office, Pittsburgh PA	5/1998 - 2/2002
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- Supported Regional Manager in store personnel management across 4-state region
- Created daily sales reports for the corporate office and region's stores
- Instructed store personnel how to use new technology related to store operations
- Addressed consumer issues quickly and effectively

PROJECTS

"Increasing the Weatherization Assistance Program's (WAP) Savings to Investment Return"

- Demonstrates how WAP's savings to investment return is increased through implementing comprehensive energy behavioral education for WAP clients
- Discussed research at Penn State's Poster Exhibition and at the Behavior, Energy and Climate Change Conference in Washington DC
- Advocated for increased WAP funding at Senator Tim Kaine's Capitol Hill office and through social media
- **Skills:** Strong stakeholder communication, research, economic modeling, demonstrated proficiency in MS Office
- **Awards:** Student Choice Award, Penn State's College of Earth and Mineral Sciences Poster Exhibition

COMMUNITY INVOLVEMENT

Odyssey of the Mind, Lead Coach	2012 - present
Friends of Rabbits, Rabbit Welfare Advocate and Fosterer	2008 - 2013
Youth Softball, Assistant Coach	2014 - present

HONORS

Commencement Student Marshal	Fall 2014
Earth and Mineral Sciences Global Experience Laureate	Fall 2014
Phi Kappa Phi, Penn State Chapter	Spring 2013 induction
Alpha Sigma Lambda, Penn State Chapter	Spring 2012 induction