

# DANIEL BROVARNIK

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## PROFESSIONAL SUMMARY

Organized, analytical, and highly motivated recent college graduate seeking an entry-level role with opportunities for learning, growth, and meaningful contribution. Proven ability to manage academic and professional responsibilities concurrently, solve problems efficiently, and quickly learn new technologies and concepts. Brings a strong work ethic, attention to detail, and a collaborative mindset to support team success.

## EDUCATION

Brooklyn College, The City University of New York

Brooklyn, NY

**Bachelor of Business Administration**

December 2024

**Triple Major:** Business Administration, Business Management and Psychology

**Overall GPA: 3.9**

**Honors:** Magna Cum Laude, Dean's List (every semester)

## EXPERIENCE

**TJ Maxx**

Oceanside, NY

**Retail Sales Associate**

March 2025–Present

- Work a flexible schedule while actively **networking** and independently building **professional skills** in preparation for a full-time role.
- Provide personalized service and maintain an organized sales floor to enhance customer experience.
- Operate and balance POS system at top transaction speeds, efficiently handling payments, returns, and exchanges.

**Carson Worldwide**

Brooklyn, NY

**Event Marketing Research and Development Intern**

Summer 2024

- Drove a **100% increase in vendor response rates** by streamlining outreach and negotiated competitive rates to reduce project bidding costs for the RIOC.
- Researched and consolidated corporate DEI program data to support strategic marketing and client engagement with government and private sector stakeholders.
- Analyzed government and private sector solicitations (RFPs, RFEIs, RFQs) to identify new business opportunities and define project requirements.

**Department of Community Activities**

Oceanside, NY

**Cares Counselor**

Winter 2020–Summer 2023

- Demonstrated exceptional long-term **commitment** and **time management** by working consistently throughout **undergraduate studies**.
- Planned and supervised educational and recreational activities for groups of children, ensuring a safe, supportive, and engaging environment.

## PROJECTS AND CASE STUDIES

**E-Commerce Sales & Customer Analysis**

June 2025

- Analyzed e-commerce sales data using SQL (PostgreSQL) and Python (Plotly) to understand customer behavior, LTV, and retention. This project identified key customer segments, cohort trends, and churn patterns, delivering actionable strategies to boost retention and revenue.

**Robinhood User Behavior & Platform Growth Analysis**

May 2025

- Executed a full-lifecycle data analysis and business strategy case study by sourcing and extracting financial metrics (AUC, Net Deposits) from monthly reports, processing time series market data (S&P 500 ETF) with SQL (BigQuery), and created a custom multi-axis visualization with Google Gemini using JavaScript (Chart.js) to prove how Robinhood's expansion into active trading products is fostering more resilient Net Deposits and revenue streams.

## SKILLS

**Certifications:** Google Data Analytics

**Technical:** SQL, R, Python, SPSS, PostgreSQL, DBeaver, Big Query, Tableau, Excel / Sheets

**Languages:** English (Native), Russian (Fluent), Ukrainian (Beginner), Norwegian (Beginner)