

MICHAEL McGARRY

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OBJECTIVE

To obtain a position within a fast-paced team environment that will enable me to use my strong business, customer service, and problem solving skills to better a company or brand.

EDUCATION

University of Rhode Island (Kingston, RI) **1998-2001**

Bachelor of Science in Finance and Business Administration

Member of Sigma Pi Fraternity (Treasurer and Sergeant at Arms)

San Diego State University (San Diego, CA) **1997**

Engineering Coursework

Member of Men's Ice Hockey Team (Team leader in scoring)

PRIOR WORK EXPERIENCE

Sports Travel and Tours (Hatfield, MA) **2006-present**

Ticket and Travel Coordinator

- Increased ticket sales by 150% within one year of being promoted to Ticket Coordinator
- Developed and implemented strategy to eliminate excess ticket supply and convert to profit
- Designed best practices manual for outbound sales and marketing
- Contribute to the development of marketing materials and brochures
- Managed a multi-task environment on daily basis
- Involved in all aspects of small company, from operations to sales

Palm Pavilion Inn (Clearwater Beach, FL) **2004-2006**

Front Desk Clerk and Night Auditor

- Responsible for Guest Services, Concierge, and Reservations
- Functioned in every aspect of hotel operations

National Business Communications (Clearwater, FL) **2002-2004**

Sales Closer

- Met or exceeded sales quotas- daily, weekly, and monthly
- Promoted from fronter to closer within first two months

MS Farrell and Company Investment Banking (New York, NY) **2000-2002**

Junior Broker

- Promoted from Intern to Junior Broker
- Computed and submitted turnover ratios for annual audits to SEC and NASD
- Responsible for sales and customer service related to new accounts
- Instituted successful, more efficient filing system for President of Investment Bank

Food Service Industry **1995-2000**