

# DESMOND MAKIN

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## EDUCATION

**Master of International Business**, Smith School of Business, Queen's University, Kingston, ON **2018 – Present**

- Academic accomplishments/awards: Entrance Scholarship, 3.6 GPA
- Relevant Courses: Global Virtual Teams, Global Strategy, International Marketing Strategy

**Master of Science in Business (Major in Marketing)**, BI Norwegian Business School, Oslo, Norway **2018 – Present**

- Academic accomplishments/awards: member of Master Merit Society, 4.5 overall GPA (5-point scale)
- Master thesis topic: Blockchain and its potential to create a marketplace for personal data
- Relevant Courses: Data Analytics with Programming, Customer Value Analytics, Marketing Research

**Bachelor of Science in Business Administration**, University of Charleston, Charleston, WV, USA **2014 – 2017**

- Academic accomplishments/awards: Academic Scholarship, Athletic Scholarship, member of Dean's List and the Provost's List, 3.7 overall GPA, member of Chi Alpha Sigma Athletic Honors Society
- Student-Athlete on volleyball team, competing in the Eastern Intercollegiate Volleyball Association, served as Team Captain
- Relevant Courses: International Business, Business Policy

**Bachelor of Science in Finance**, University of Charleston, Charleston, WV, USA **2014 – 2017**

- Relevant Courses: Business Finance, Financial Planning

## PROFESSIONAL EXPERIENCE

**Research Assistant**, BI Norwegian Business School, Oslo, Norway **Summer 2019**

- Established a database of over 200 research articles covering how marketing affects profit, ROI, ROA, and stock return
- Developed a directory for approximately 200 Norwegian brands tracking brand ownership
- Coded statistics (beta's, standard errors, t-value, & p-value) from marketing/finance articles into a database
- Managed all tasks remotely, overcoming an 8-hour time difference

**Technology Assistant**, Palliser Regional Schools, Lethbridge, AB **Summer 2018 – 2019**

- Developed a streamlined process for digitizing student documents, therefore setting the district on a timeline to fully digitize all 12,000 students within the next 5 years
- Conducted 4 analyses, pertaining to teacher salaries and hours, these were presented to Minister of Education in Alberta; this helped create dialogue on the topic of teacher hour limits, salaries, and class size recommendations
- Determined best methods for migrating approximately 5 TB of documents from on-site file server to Google Drive
- Processed approximately 1,400 Chromebook computers, making laptops ready to be used by students in the district

**Analyst**, Morneau Shepell Asset & Risk Management LTD, Toronto, ON **Summer 2017**

- Researched various fund of funds relating to Corporate Social Responsibility; determined that CSR companies often exceed benchmarks
- Facilitated bank reconciliations for Money Market Funds to ensure fund amounts were stable
- Recorded trades for 3 mutual funds, owned and managed by Morneau Shepell

## EXTRACURRICULAR EXPERIENCE

**Volunteer**, Lethbridge Humane Society, Lethbridge, AB **2013 – 2015**

- Ensured dogs were fed and walked at least twice a day
- Exercised communication skills by calling owners and letting owners know their pet is still missing

**Volunteer**, Roosevelt Center, Charleston, WV, USA **Fall 2014**

- Organized several sports competitions for less privileged children living in Charleston, which helped to build their confidence

## ADDITIONAL INFORMATION

- Familiar with Python, R, SPSS, HTML, and CSS
- Proficient with Microsoft Excel, Word, and PowerPoint
- Hiked over 10 trails in the Rocky Mountains in summer of 2017