

EMMA HUSCROFT

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EXPERIENCE

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| Deel
Account Manager | Toronto, ON
July 2023-July 2024 |
| <ul style="list-style-type: none">• 12-month average quota attainment of 144%• Developed and executed a strategic sales plan that resulted in 220% attainment in June 2024• Managed book of over 500 client accounts• Structured client purchases and HRIS needs according to market conditions and budget demands• Collaborated cross-functionally with immigration, legal, and partnerships on an ongoing basis to meet clients' needs• Exceeded monthly quota consistently for twelve months straight and entire time in the position• Strategically designed implementation plans to accomplish client needs, including detailed powerpoint presentations and pricing models | |
| Sales Development Representative | June 2022-June2023 |
| <ul style="list-style-type: none">• 12-month average quota attainment of 160%• Exceeded monthly quota for 12 months• Hold the highest monthly attainment across all SDRs at 220%• Helped create, edit, and test client outreach emails for greater traction with ICPs to drive interest and gauge effectiveness• Worked alongside manager in onboarding other SDRs to ensure understanding and efficiency in their new role | |
| Teacher's On Call
Private Tutor | Toronto, ON
2020-2024 |
| <ul style="list-style-type: none">• Worked alongside elementary and high school-aged students on coursework and academic skills• Specifically focused on English, reading, and writing, as well as math and French• Reported student progress to their family to ensure goals were met throughout each school year | |
| Q Kids
English as a Second Language Teacher | London, ON
2019-2022 |
| <ul style="list-style-type: none">• Taught English as a second language to students ages 3-12 and assessed their vocabulary, recall, and pronunciation | |

VOLUNTEER EXPERIENCE

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| Learning Disabilities Association
Literacy Tutor | London, ON
2017-2021 |
| <ul style="list-style-type: none">• Provided one-on-one academic literacy tutoring to students with learning disabilities on a weekly basis | |

EDUCATION

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| University of San Francisco, School of Management
Master of Science in Entrepreneurship and Innovation | San Francisco, CA
2024-2025 |
| <ul style="list-style-type: none">• \$10,000 merit-based entrance scholarship based on prior academic and professional achievement and experience• Studied analytics, finance and accounting, product and service development, product engineering, contemporary technology tools and trends, among other courses | |
| University of Toronto
Master of Teaching | Toronto, ON
2020-2022 |
| <ul style="list-style-type: none">• Studied curriculum development, human development, educational technology, instructional planning and design, and learning theory• Successfully produced a senior thesis surrounding online education for elementary and high school students• Worked throughout the program 10+hrs/week | |
| Western University
English Literature and Political Science | London, ON
2020-2022 |
| <ul style="list-style-type: none">• Board of Director's Gold Medal - highest graduating average among all four-year undergraduate bachelor of arts students• Dean's Honour Roll 2017- 2019• Worked throughout the program 10+hrs/week | |

ADDITIONAL

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- **Technical Skills:** Salesforce, HRIS, Microsoft Office, Google Apps, Slack
 - **Certifications/Licenses:** TEFL
 - **Professional Associations:** Ontario College of Teachers
 - **Interests/Hobbies:** playing soccer, murder mystery novels, bowling, traveling, snorkeling, helping save the turtles