

Johnny Bui

JohnnyBui261@gmail.com | (508)-723-4303
65 Ridgewood Road, Worcester, MA 01606
www.linkedin.com/buijohnny

EDUCATION

Babson College Bachelor of Science in Business Administration (B.S.B.A), expected May 2020	Wellesley, Massachusetts
Clark University Bachelor of Arts in Business Management/ Minor in Entrepreneurship, 2016-2018 Cumulative GPA 3.66/4.0	Worcester, Massachusetts

RELEVANT COURSES

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|---------------------------------|--------------------------------|---------------------------------|
| • Art and Science of Management | • Managerial Communications | • Funding Ventures |
| • Principles of Accounting | • Social Entrepreneurship | • Economics & The World Economy |
| • Statistics for Psychology | • Principles of Microeconomics | • Management Info. Systems |

PROJECTS

Feasibility Plan Presentation	Team Leader	September 2017 – December 2017
<ul style="list-style-type: none">Conducted research on China's economy, schools, and communicated with schools to determine need for school suppliesProvided financial and market overview of potential social businessPrepared presentation with proposal and presented to class, stimulating the how the business would operate		
Pitch Deck Presentation	Team Leader	September 2017 – December 2017
<ul style="list-style-type: none">Organized and collaborated with team members and start up business Snappy Dogs, to devise pivot strategySurveyed and identified market overview, competitors, traction, and business modelAnalyzed current financial statements/profit & loss to determine projections after implementing a food truck		

EXPERIENCE

Boston City Properties	Real Estate Agent	August 2018 – Present
<ul style="list-style-type: none">Consulted with prospective clients on property criteria, budget, and credit to determine buyer probability and hollow leadsGenerated 100+ creative and informative property listings for luxury apartments in MA areaFormalized canned email responses for general client inquiries to qualify prospective clients		
Phoenix Haberdashery	Chief Operating Officer	February 2018 – August 2018
<ul style="list-style-type: none">Developed financial statements to apply for traditional financing from local banks/Worcester Chamber of CommerceFormulated a communications plan and presentation addressing marketing challenges within company operationsPartnered with local social service organizations to assist in product manufacturing and assembly		
Clark University I&E Dep., Worcester, MA	CEO and Co-Founder	November 2017 – May 2018
<ul style="list-style-type: none">Co-founded a student run venture that circulates students' textbooks to other students to lower costs of course requirementsStrategically managed individual team members' unique skillsets and delegated different tasksBegan a social media campaign on various social media platforms to engage with target audience.		

LEADERSHIP

Clark Entrepreneurship Club (CEC)	President	September 2017 – Present
<ul style="list-style-type: none">Facilitate and empower members to express leadership within club meetings, events, and field tripsDelegate tasks between E-Board and Leadership Group members to efficiently accelerate completion of tasksOversee club purchase orders, reimbursements, room reservations, and tabling periods		
Asian Culture Society (ACS)	General Meeting Coordinator	September 2017 – Present
<ul style="list-style-type: none">Direct and manage biweekly meetings/workshops for ACS membersArrange and organized executive board members' ideas and thoughts into structured future general meeting ideasHost biweekly general meetings with executive board members with presentations, activities, workshops, and discussions		

EXTRACURRICULAR ACTIVITIES/INTERESTS

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|-------------------------------|---------------------------------|-------------------|
| • Volunteering and youth work | • Health and Fitness (CrossFit) | • Studying abroad |
| • Piano | • Choreographed dance | • Event planning |

TECHNICAL / NON-TECHNICAL SKILLS

Languages: Bilingual in Vietnamese

Social Media: Experience using Facebook, Twitter, Skype, Instagram, LinkedIn

Technical: Microsoft Word, Excel, PowerPoint, iMovie, Qualtrics, Wix, Google Forms, TypeForm, ArcGIS, Terset, Zoom, Google Hangout

Certifications: CPR/AED, BLS