

Harshil Patel

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EDUCATION: Rutgers School of Arts and Science, Rutgers University, New Brunswick, NJ
Major: Economics
Minor(s): Entrepreneurship and Business Administration

May 2017

GPA: 3.2

PROFESSIONAL PROFILE

I have worked in multiple industries ranging from medical facilities to customer service fields providing me with a wide range of experiences in everything from managing businesses to assisting with sales and marketing. I have performed multiple types of analysis related to monitoring prices, tracking sales data, forecasting sales growth, and managing budgets. I have been actively involved in leading large teams of greater than 20 individuals. My large range of experiences make me a great candidate because they not only provide me with multiple insights, but also the ability to improvise and adapt to almost any situation.

WORK EXPERIENCE

CIRCLE CONVENIENCE; Irvington, NJ

09/2015 – Present

Manager

- Communicated with over 100 customers on a daily basis to support them with transactions, recommendations, and product information
- Managed inventory efficiently by tracking sales of various items, taking stock of items remaining, and reordering items from suppliers
- Analyzed local pricing trends and adjusted prices accordingly for sales promotions, daily prices, and to increase inventory turnover
- Increased store revenue by \$100 a month by increasing and lowering prices on select items by small amounts based on pricing trends

SMARTLINX SOLUTIONS; Edison, NJ

06/2016 – 09/2016

Product Management Intern

- Analyzed sales data to determine the strategic advantage between white labeling a product or forming a strategic partnership
- Created competitive matrixes analyzing product positioning and market share in relation to our top 50 competitors such as Kronos and ADP
- Forecasted revenue growth and sales opportunities in the case of white labeling another firms product as opposed to a partnership which resulted in revenues exceeding \$1 million
- Performed SWOT analyses to gauge our strengths and weaknesses in regards to our suite of workforce management products and software

7-11 INCORPORATED; Colonia, NJ

10/2012 – 08/2015

Cashier

- Served around two hundred customers per day about 4 days a week during the stores peak hours of 2 to 8 in high traffic area
- Knew customers by name and made them feel valued and appreciated by knowing their orders and having them ready
- Effectively managed several tasks at a time managing transactions on register, preparing food, and performing all lottery related tasks

LEADERSHIP EXPERIENCE

ALPHA KAPPA PSI PROFESSIONAL BUSINESS FRATERNITY; Rutgers New Brunswick Chapter

09/2014 – 05/2017

General Member

- Spearheaded group presentations and projects based on various business topics including stocks, interest rates, and laws
- Led a large team to plan and organize professional events which yielded turnouts of over 50 students
- Organized team of over 20 students to research various companies, analyze stocks, and generate a stock portfolio

ENACTUS; Rutgers New Brunswick Chapter

05/2014 – 09/2014

Vice President; Project Manager

- Maintained communication with other Rutgers student run organizations as well as corporate sponsors such as Unilever
- Aided in the organization of major events alongside corporate sponsors resulting in average turnouts of over 50 students
- Oversaw project progress to make sure project remained in accordance to Enactus based goals and ideals

ENACTUS; Rutgers New Brunswick Chapter

09/2013 – 05/2014

Treasurer; Founder

- Generated and managed budget for initial year of operation which resulted in a surplus of \$50 of \$200 provided
- Helped plan, organize, and promote first kickoff event alongside Unilever which yielded a turnout of about 70 students
- Worked with executive board to organize general meetings with turnout of around 30 members on weekly basis

SKILLS & AWARDS

HARD SKILLS:

- Microsoft Office Suite, Microsoft Excel, Pivot Tables, VBA, macros, SQL, database management, Python, Pandas, Java, HTML, Web Development, Heroku, Tableau, Google Cloud, Google drive, STATA, statistical analysis, negotiations, SWOT analysis, PESTEL analysis

SOFT SKILLS:

- Problem solving, planning and organization, team collaboration, communication, adaptability, networking, project management

AWARDS:

- Dean's List Recipient: Spring Semester 2015, Spring Semester 2016, Fall Semester 2016, Spring Semester 2017

INTERESTS & HOBBIES:

- Reading, football, sketching, documentaries, politics, green technology, saving the world