

JuanCLanfranco@gmail.com

2019-Present UNIVERSITY OF NOTRE DAME  
Ph.D., Mathematics

2017-2019 UNIVERSITY OF PENNSYLVANIA  
M.A., Mathematics

2011-2015 CITY UNIVERSITY OF NEW YORK, QUEENS COLLEGE  
B.A., Mathematics; B.B.A., Finance

- Recruited as a Disc Jockey trainee by this entertainment company specializing in Weddings, Sweet 16's, Bar/Bat Mitzvahs, and Corporate events. Exceeded management expectations and became a leading component in operations, the most effective lead product in influencing sales, and the most requested product in the company.
- Influenced client purchasing decisions by demonstrating my ability to optimize the enjoyment of an event by applying excellent skills of selecting and mixing music. This has enabled the company to retain current clients and continuously increase market share every year.
- Captured the imagination of clients by applying analytical skills and demonstrating extensive knowledge of various cultures and backgrounds acquired through over 800+ events; securing new clients and establishing new client bases.
- Consistently earned the confidence of senior management in dozens of sophisticated catering halls by coordinating with Captains and Maître D's, efficiently executing the order of events along with other important functions of an operation. This has led to hundreds of testimonies in client satisfaction. (theKnot.com; WeddingWire.com; LIweddings.com; Yelp)

- Recruited at Queens College by Chief Market Strategist Donald Selkin to gain knowledge of options trading strategies, transmit daily market reports to FactSet for media publication, and calculate fair value index numbers.

- Recruited at Queens College to intern for former senior vice president of PepsiCo., Leonard Schutzman, to research and identify possible acquisition candidates that would fit into the B&G Foods, Pinnacle Foods, or Hain Celestial framework.