

Corey Hawkins

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EDUCATION

CLARK UNIVERSITY

Worcester, MA

Bachelor of Arts, Economics, Minor in Management

May 2015

Trainings & Certifications

- Securities Industry Essentials (2019)
- Six Sigma Yellow Belt (2018)
- Wall Street Prep Seminar-Financial & Valuation Modeling (2015)

Employment History

ACOUSTIC JAVA

Worcester, MA

CAFÉ LEADER AND OPERATIONS ASSISTANT

August 2016-Present

Collaborated directly with CEO David Fullerton to improve upon the original café, successfully developed a second flagship stores with anticipation of a third by end of 2019. We utilized the Entrepreneurial Operating System and Who hiring method to select A-Players to achieve our quarterly and yearly goals.

- Managed multiple locations with combined annual revenue of \$500,000
- Budgeted and hit target benchmarks for labor, while reducing costs of goods sold by utilizing self-created Excel formats
- Increased sales by 7.7% annually for ten-year-old store and on track for 74.5% increase of flagship store
- Oversaw the increase of followers on Instagram by 63.27% and set up protocols for other social media platforms
- Revamped training programs and implemented with handpicked team of A-Players
- Collaborated and ran weekly & quarterly meetings with EOS tools
- Prepared various quarterly reports and forecasts for sales, COGS and inventory in Excel

ENTERPRISE HOLDINGS

Worcester, MA

MANAGEMENT TRAINEE

September 2015-July 2016

Supervised by area manager Mike Hatmaker and managers Kris Demers and Jon-Martin. Mastered the programs ECARS 1.0 and ECARS 2.0 to navigate systems and take on additional challenges.

- Managed multiple 180+ car stores in absence of management
- Built relationships with accounts to increase business
- Maintained account receivables and collected on bad debt
- Mentored other trainees

EASTER SEALS WISCONSIN, CAMP WAWBEEK

Wisconsin Dells, WI

CAMP BUSINESS MANAGER

Summer 2015

Under Director Carissa Peterson and Camp Program Assistant Ellen Rischette, I was charged to take over the financial registration of our weekly campers and to manage the camp store.

- Coordinated financial aspects of registration process with up to 90 new campers weekly
- Managed sales and inventory of camp store
- Generated reports and created mailing distribution lists using CampBrain database