

Kevin Capolino

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EDUCATION AND HONORS

Binghamton University, State University of New York

Bachelor of Arts: *Political Science & History*

May 2023

Dean's List: *Fall 2021*

Member: *Phi Theta Kappa International College Honor Society*

PROFESSIONAL HISTORY

Integrx Custom Software Solutions

Binghamton, NY

Customer Sales Manager & Representative

March 2023 – Present

- Promote and sell tailored software solutions and custom integrations, addressing the unique requirements of businesses across various industries and sizes.
- Recruit and supervise new sales representatives during onboarding.

Maximum Security LI

Long Island, NY

Field Supervisor & Officer

August 2019 – February 2021

- Oversee security officers in high-pressure settings across an 80-mile radius, ensuring the effective fulfillment of their responsibilities and maintaining of safety standards.
- Collaborate closely with public safety apparatus, including law enforcement, emergency medical services, and fire departments, to ensure coordinated response and support..

INVOLVEMENT

Faculty Evaluation & Advisory Committee

Binghamton University

Chairman

October 2021 – November 2021

- Interview and survey students regarding specific members of Binghamton University faculty.
- Write extensive report for academic department regarding faculty members, advising for or against their tenure or promotion.
- Lead a team of 15 University students in the design and deployment of interviews while acting as liaison to various academic departments.

Cpt. John McKenna IV USMC Memorial 5k

Binghamton, NY

Head Chair & Chair of Coordination

April 2021 – March 2022

- Recruit and hire sub-chairs for logistics, finance, and public relations roles, while overseeing their performance and responsibilities.
- Collaborate with university personnel in regular meetings, coordinate events with campus and municipal police, liaise with local emergency services, secure donations, and engage with third-party private sector service providers.
- Lead a team of 40 volunteers on race day while acting as liaison to representatives from Local & State Police, United States Marine Corps, Fire Departments, and other service organizations

Binghamton University Crew Team

Binghamton University

Chairman of Social Events & Planning

February 2021 – April 2022

- Develop, organize, and execute engaging social events for a diverse team of 40+ individuals, fostering camaraderie, team bonding, and a positive group dynamic.
- Participate in daily 5:00 am practices, engage in team training sessions, provide guidance to new members, and travel to regattas for a well-rounded and competitive team experience.

SKILLS

- Team Leadership & Supervision
- Relationship Building with External Partners
- Adaptability in High-Stress Environments
- Event Management and Coordination
- Risk Assessment and Mitigation
- Conflict Resolution and Problem Solving
- Interpersonal & Communication Skill
- Public Speaking & Presentation
- Cross-Functional Collaboration
- Customer Relationship Management