

# Kevin Capolino

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## EDUCATION AND HONORS

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### 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

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### 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

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### 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*

March 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

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- 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