

## LISA FOREMAN

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### EDUCATION

#### GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

##### Master of Science in Management (STEM-designated program)

*Expected Graduation: May 2025*

- GPA 3.86, Leadership Council, Graduate Women in Business, Business and Government Alliance, Net Impact

#### BINGHAMTON UNIVERSITY, Harpur College

Binghamton, NY

##### Bachelor of Arts, Double Major in Political Science and Russian Area Studies

*May 2024*

- GPA 4.0, Summa Cum Laude, Phi Beta Kappa Honor Society Member, Political Science Honors Program (Thesis)
- Henry H. Bauer Award for Excellence in Political Science
- Parliamentary Debate

##### Study Abroad, London School of Economics

*September 2023 – June 2024*

- General Course - Department of Management, Women in Business Society, Political Risk and Investment Society

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### EXPERIENCE

#### SOUND ROYALTIES

West Palm Beach, FL

*June 2022 – Present*

##### *Data Management/Research Specialist, September 2022 – Present*

- Automated internal systems, including PTO, program access, and multi-departmental cases, using Salesforce Flow for a financial services firm supporting artists in the music industry; improved data management and efficiency, resulting in 50% reduction of processing times of requests and tickets and 100% increased security monitoring.
- Directed super-user meetings as automation expert, training critical team members on Salesforce back-end tools to promote increased user independence, leading to the admin team completing an additional 4 projects per month.

##### *Intern, June 2022 – August 2022*

- Researched approximately 30-60 business and artist contacts and created 10 leads per day in the company's Salesforce database, supporting the team in reaching quarterly lead and deal goals.
- Created Python and R text analysis programs to produce visualizations to help petition for additional IT support, resulting in the creation and hiring of a new IT role, improving IT department efficiency by 50%.

#### TEDxBINGHAMTONUNIVERSITY

Binghamton, NY

*August 2021 – May 2023*

##### *President and Director of Experience, August 2022 – May 2023*

##### *Director of Content, August 2021 – May 2022*

- Curated day-of event experiences to create a memorable audience experience and enhance brand recognition, such as by securing sponsorship from Insomnia Cookies to provide 1000 free cookies to attendees.
- Selected and secured speaker lineup for yearly TEDx conference, by identifying and reaching out to potential speakers, then supervising an application process to provide a platform for the sharing of diverse thoughts at Binghamton, resulting in a lineup of 6 fascinating talks.
- Revised Speaker Manual, by updating information on travel and event logistics following prior online conferences, to expand geographical diversity of speakers far beyond the Northeast region, improving event quality by 25%.

#### STATEN ISLAND OFFICE OF THE BOROUGH PRESIDENT

Staten Island, NY

##### *Publishing Aide*

*July 2021 – August 2021*

- Designed and published an educational brochure using Microsoft Word to promote cultural immersion through school experiences for students, leading to 20% increased exposure for local cultural sites.
- Developed plans for a mobile app using Python and Google Maps API integration to make Staten Island's trails more accessible, contributing to 100% increase in advertising for newly developed accessible trails.

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### DISTINCTIONS

**Achievement:** Best Application of Python Learning in LSE Optiver Coding Challenge (Institute of Coding Badge); New York Seal of Biliteracy in Russian; Summer Scholar and Artists Research Program; Source Project Research Program; Yale University's Russian, East European, and Eurasian Studies Conference, Hubspot Inbound Certified, Hubspot SEO Certified

**Leadership:** Women in Business Events Officer (October 2023 – April 2024), Roosevelt Network Director of Public Relations (August 2021 – August 2022), New York State Russian Olympiada Judge (2021)

**Global Mindset:** Russian, professional working proficiency

**Community:** Russian Teaching Assistant (August 2021–May 2023)

**Involvement:** R, Python, SQL, Innovation, Social Media Sentiment Analysis/NLP