

# Michael Allan

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## **EDUCATION**

**Ivey Business School**, Western University, London, Ontario Graduation 2018  
*Mechatronic Systems Engineering (BESc) & Honors Business Administration (HBA) Dual Degree*

- Loran Scholar '13 – Canada's most prestigious scholarship program (\$100,000)
- Cansbridge Fellow '16 – A national entrepreneurship-focused fellowship
- Dean's Honor List (2013-2015, 2016-17)

## **PROFESSIONAL EXPERIENCE**

**FundThrough**, Toronto, ON Summer 2017  
*Partnerships Manager*

- Created fully customized CRM to integrate partnerships data with company-wide information, eliminating human error in partner tracking and providing automated reports
- Grew partnerships funnel by 50% through cold calling and presentations to potential partners ranging from small businesses to Big Five Banks
- Responsible for onboarding partners, forecasting, and ensuring forecasts were reached
- Worked directly with the CTO/co-founder to set strategic priorities as a part of the "Labs" team

**Husky Energy**, Shenzhen, China Summer 2016  
*Economic Analyst Intern*

- Created a database and automatic reporting system using VBA and SQL, which identified a \$23 million error in internal reporting; presented findings to the COO and several VPs
- Automated the loading of data to the company's centralized database, saving two days of employee work time per month

## **VOLUNTEER EXPERIENCE**

**Engineers Without Borders**, London & Toronto, ON 2013 – Present  
*Chapter President, Systems Change Fellow, Food Systems Distributed Team Lead*

- Set strategic objectives at the Western Chapter for the 2016-17 year; raised over \$15,000 across ~20 events; increased member base by ~80%
- Developed resources to shape the direction of the newest portfolio (Sustainable Food Systems) that were distributed to 37K people resulting in ~20 chapters starting Food Systems initiatives

**Fair Trade Western**, London, ON 2013 - Present  
*Campus Steering Committee Co-chair, Fair Trade Western Lead*

- Drove Fair Trade Campus certification process by working with Hospitality Services and University Officials over a three-year period creating a culture of sustainability at Western

**FairServices**, Cusco, Peru Summer 2015  
*Sports Coordinator*

- Engaged with 30 Peruvian children teaching healthy lifestyle habits through multiple athletic activities; provided instruction exclusively in Spanish

## **PROJECTS & OTHER ACTIVITIES**

**Canadian Fair Trade Network**, *Board Member – Treasurer* 2016-Present

**Cansbridge Fellowship**, *Corporate Sponsorship team & Campus Ambassador* 2016-Present

**Loran Scholars Association**, *Chair* 2015-Present

**Western Engineering Outreach**, *Panelist, Tour Guide, Mentor* 2013-Present

**Programming**: Proficiency: VBA, SQL, Arduino. Experience: C++, Web Development 2013-Present

**Hello**, Internet integrated telephone hotline, *Developer, co-founder* 2015-2016

**Western University Housing**, *Residence Advisor* 2014-2015