

Oliver Reynoldson

EDUCATION

(2011-2013)	San Diego State University, B.S Finance
(2008-2011)	Santa Barbara City College
(2007-2008)	Cate School, Santa Barbara (Scholarship from the English Speaking Union)
(2000-2007)	Caterham School (United Kingdom)

Relevant Courses

Management and Organisational Behaviour

- Wrote 5 page research paper analysing contrasting leadership styles in sports.

Financial Analysis and Management

- Applied financial theory to analyse real life situations in an uncertain environment with an incomplete data set, developed solutions using excel which were then presented and interrogated.

Consumer and Buyer Behaviour

- Conducted consumer behaviour research project, studied the consumers and presented recommendations for marketing strategies.

WORK EXPERIENCE

Business Development Contractor at Ebsta (2013)

- Researched companies and decision makers for launch of new B2B App on Salesforce.
- Contacted C-level prospects to qualify and arranged demonstration time for account executives.
- Broad understanding of Salesforce as a CRM tool.

SDSU Small Business Consulting Program (2013)

- Provided consulting services as part of a team for the College Area Business Improvement District.
- Provided recommendations to organisers to help improve the participation and profitability for “The College Area Taste.”
- Communicated ideas and strategies directly to the Business Improvement District’s board members.

Lifeguard at Caterham School Sports Center (2005-2007)

- Certified lifeguard watched over up to one thousand students, provided customer service at the front desk.
- Held certification for Institute of Lifeguards National Pool Lifeguard Qualification Level 2 in Swimming Pool Supervision and Rescue.

ACHIEVEMENTS

Secondary Schools Exchange Scholarship (2007)

- From over 2000 applicants awarded one of 15 scholarships from the English Speaking Union, to study abroad for a year at The Cate School in Santa Barbara.

Santa Barbara City College America Football Team (2009 – 2010)

- Awarded scholar athlete status by the Southern California American Football Association for achieving grades above a 3.0 GPA across two seasons.
- Demonstrated a hardworking and competitive nature through ambition to play American football at the college level despite having never played before.
- As a result of exemplary technical skills and team sportsmanship, earned a starting position in second year.