

# ALLEN VIANCOURT

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976 Center Road, P.O. Box 145, Hinckley, OH 44233 | (216) 644-3701 | Avianco@bgsu.edu

## EDUCATION

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<b>Bowling Green State University (BGSU)</b> , Bowling Green, OH	<b>Graduation: December 2018</b>
Bachelor of Science in Business Administration	GPA: 3.1
<i>Sales &amp; Service Marketing Specialization</i>	<i>German and Entrepreneurship Minors</i>

## EXPERIENCE

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<b>Marathon Petroleum Company</b> , <i>Real Estate Marketing Intern</i> , Findlay, OH	<b>May – August 2017</b>
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- Assisted Real Estate Representatives in day to day business duties for different Marathon and Speedway properties
- Updated and improved Real Estate Documents by analyzing contracts, deeds, and other internal company documents
- Conducted Fair Market Analyses to assist in buying and selling properties
- Shadowed multiple departments within Marketing, including Brand Marketing, Wholesale, and Business Development
- Collaborated with eleven other interns to present new social media strategies to upper management

<b>First Day School Supplies</b> , <i>Assistant Shipment Manager</i> , Medina, OH	<b>May 2014 – August 2016</b>
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- Promoted to Managerial Position in the summer of 2015
- Itemized and managed 40,000 items of inventory using excel
- Created performance metrics to accurately track daily production levels and help company achieve 50% year over year growth rate
- Worked with customers to coordinate local deliveries and ensure excellent customer service

<b>The Hatch Program (BGSU)</b> , <i>Hatchling</i> , Bowling Green, OH	<b>January – April 2015</b>
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- Semester long entrepreneurial immersion program modeled after Shark Tank
- Pitched and defended business idea in front of 3,000+ people and five alumni investors
- Utilized market research, forecasted sales, and summarized fixed and variable costs to create a detailed business plan
- Worked with business and engineering experts to make my idea commercially and technologically viable
- Promoted the Hatch Program to thousands through social media and public events

## INVOLVEMENT

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<b>The International Fraternity of Delta Sigma Pi</b> , Theta Pi Chapter	<b>September 2014 – Present</b>
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- Co-ed Professional Business Fraternity for the purpose of promoting closer affiliation between the commercial world and students of commerce
- Attend LEAD conferences, which Included business workshops and professional networking

<b>BGSU Men's Rugby Football Club</b>	<b>August 2014 – Present</b>
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- Starting first team player for a top 20 nationally ranked rugby club since freshman year
- Club record of winning the MAC championship for 35 years in a row and counting
- 2016 National Championship runner up, ACRC Bowl Game contender, and toured internationally in England and Wales in the spring of 2016

## SKILLS

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Public Speaking	German Language
Fair Market Analysis	Social Media Marketing
Excel	Customer Service