

Sean Bivins

1381 Paddock Way | Cherry Hill, NJ | (856) 449-9558 | sbivins@wharton.upenn.edu

EDUCATION

The Wharton School, University of Pennsylvania

Philadelphia, Pennsylvania

Candidate for Bachelor of Science in Economics

Expected May 2017

• **GPA:** 3.39 / 4.0 | **Major:** Finance | **Minor:** Spanish

- **Relevant Coursework:** Advanced Spanish; [Spanish] Texts and Contexts; Business Spanish I; International Business; Once a Picaro, Always a Picaro: Adventures of the Picaresque Novel in Mexico; Business Spanish II

Universidad Pontificia ICAI-ICADE

Madrid, Spain

Semester Abroad (all classes taught completely in Spanish)

Fall 2015

• **GPA:** 3.68 / 4.0 **Coursework:** Financial Mathematics, Leadership, International Business, Global Economy

WORK EXPERIENCE

Wells Fargo Bank, N.A.

Haddon Township, New Jersey

Business Banking Intern

Summer 2016

- Assisted in the analysis of credit requests and underwriting of credit analysis proposals
- Learned business lending, business development, financial analytics, marketing, and consulting
- Participated in team member and partner meetings
- Attended in person client meetings with bankers and partners where needs assessing, discussion of products and services, and loan closings occurred
- Observed relationship management activities
- Gained experience with business and industry research tools such as Hoovers and IBIS World

AnnieMac Home Mortgage, LLC

Mount Laurel, New Jersey

Summer Intern

Summer 2015

- Interacted with Sales Manager on a daily basis to map out a strategy for contacting potential clients to set up purchase and refinance consultations for the Mortgage Loan Originators
- Contacted potential clients by phone and email to persuade them to choose AnnieMac as their mortgage provider
- Learned about mortgage and real estate industry through AnnieMac University education program, conversations with higher-level management, and independent research

Perelman Quadrangle at the University of Pennsylvania

Philadelphia, Pennsylvania

Information Center Associate (Houston Hall)

Academic year 2014 – 2016

- Operated primary university lost and found
- Answered general campus questions for students and faculty, as well as for prospective students and their families

EXTRA CURRICULAR ACTIVITIES

Active Cross-Cultural Training In Our Neighborhoods (ACTION)

Philadelphia, Pennsylvania

Volunteer

Academic year 2016

- Conducted Spanish cultural and language classes for first grade students in West Philadelphia elementary schools

University of Pennsylvania Men's Club Volleyball Team

Philadelphia, Pennsylvania

Captain & Board Member

Academic year 2013 – 2016

- Served as Treasurer sophomore year which involved creating a budget, tracking all team related expenses and creating expense reports through the university system (Concur)

OTHER SKILLS & INTERESTS

Spanish: Business and conversational fluency

Fraternity: Zeta Beta Tau

Interests: Basketball, Philadelphia sports, fantasy football, pinochle, strategy board games (Catan)