

# FRANK SEBASTIAN DALTON

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## EDUCATION

**GEORGETOWN UNIVERSITY, McDonough School of Business**

**Washington, DC**

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

*Expected Graduation: May 2024*

- Beta Gamma Sigma International Business Honor Society – Honor Scholar
- Clubs: Entrepreneurship Through Acquisition, Entrepreneurship & Venture Capital, Latin American Business Association

**PATRICK HENRY COLLEGE**

**Purcellville, Virginia, USA**

**Bachelor of Arts, Economics and Business Analytics**

*May 2023*

- Men's soccer team captain.
- Patrick Henry Investment Group – Investment Analyst & Advisor.
- Authored 30-page comprehensive business plan for digital marketing and game development startup.
- Merit Scholar for Academic Achievement and Leadership.

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## WORK EXPERIENCE

**SMART CITIES NETWORK**

**Singapore & Johor, Malaysia**

**Graduate Consultant**

*February 2024 – Present*

- Conducting comprehensive market research to identify emerging trends, opportunities, and challenges in the Singapore & Malaysia ecosystem, providing actionable insights to enhance strategic decision-making.
- Leading a cross-functional team to develop and implement innovative consulting solutions in Smart Food Innovation that address the unique needs and capabilities of the Johor province of Malaysia and Singapore.
- Excelling as a key orchestrator in bringing together diverse stakeholders from government, industry, and community groups to create and execute a more effective solution for the region's agricultural profitability and food security.

**BROOKS BROTHERS - Part Time**

**Leesburg, Virginia**

**Sales Associate**

*September 2022 – January 2023*

- Delivered exceptional customer service, fostering a loyal client base, and consistently meeting sales targets.
- Leveraged effective sales techniques to drive revenue, contribute to the overall profitability of the store, and consistently achieve daily sales of over \$1,000.
- Demonstrated strong organizational skills in managing inventory and store promotions for improved effectiveness.

**AGQ LABS ([www.agqlabs.es](http://www.agqlabs.es)) - Full**

**Seville, Spain**

**Time Corporate Management Intern**

*June 2022 – July 2022*

- Redesigned the company's financial reporting structure across 18 different countries, performed routine analysis of the financial information, and rendered management reports.
- Consulted with customers improving communication, service quality, overall satisfaction, and client loyalty as part of company effort focus on increasing sales profit margins by 10%.
- Facilitated global marketing campaign focused on growing brand awareness and strengthening industry position that resulted in company expansion to 2 new countries.

**DISAGRO ([www.disagro.com](http://www.disagro.com)) - Full Time**

**Guatemala City, Guatemala**

**Digital Transformation Intern**

*June 2021 – August 2021*

- Designed four different iterations of data reporting models to upgrade company information processing capabilities, accelerating the launch process of an industry-leading eCommerce platform in 9 countries.
- Produced and edited four engaging video content pieces for an online blog, as part of the company's strategic endeavors to enhance its digital marketing efforts, increase its online user engagement and experience, and increase its overall online presence.
- Employed SCRUM agile methodologies to streamline project management resulting in more efficient workflows and enhanced project outcomes.

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## DISTINCTIONS

- Achievement:** President's Award for Educational Excellence scholar, Scrum Master and Scrum Developer, RStudio, Inbound HubSpot certified, HubSpot Content Marketing certified, 3x Latin-American international Bible bee champion, Patrick Henry College alumni mentor, youth soccer coach.
- Global Mindset:** English (Native), Spanish (Native), raised in Latin America, pursued undergraduate and graduate studies in the US, work experience in Latin America, the US, and Europe.
- Community:** Volunteer as cultural and language (English-Spanish) interpreter for HELPS International ([www.helpsintl.org](http://www.helpsintl.org)) community development missions in Guatemala.
- Interests:** Interested in film, music, books, gaming, soccer, Formula 1, extreme sports, and travel.