

SOPHIA G. SABATES

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EDUCATION

Indiana University, Kelley School of Business | Bloomington, IN

May 2026

Master of Science in Information Systems

Indiana University, Luddy School of Informatics, Computing, and Engineering | Bloomington, IN

May 2025

Bachelor of Science in Informatics; Cognate: Business; Minor: Finance

GPA: 3.74 / 4.00

- *Case Competition:* Deloitte Luddy Case Competition promoting underrepresented talent in tech
- *Member, Computer Science Club:* Participated in technical workshops and collaborative projects to explore emerging technologies

PROFESSIONAL EXPERIENCE

International Gaming Technology | Las Vegas, NV

June 2024 – June 2025

Sales Strategy Intern

- Designed and supported SPIFF incentive programs to drive incremental placements across machine, software, and hardware, supporting revenue growth targets
- Created bi-weekly sales performance metrics for the SVP of Sales, contributing to the company's \$1.2B in revenue and \$230M in operating income
- Streamlined Quarterly Business Reviews (QBRs) by developing cross-functional presentations and metrics across 5 departments and 4 regions to improve company alignment

Lexicon Bank | Las Vegas, NV

June 2023 – August 2023

Banking Intern

- Navigated projects across 10+ departments, contributing to the bank's \$237.6 M assets under management
- Optimized marketing strategies across advertising, social media, and philanthropic partnerships, increasing engagement and community presence
- Engaged with 100+ clients weekly, resolving inquiries, providing resources, and processing transactions to ensure customer satisfaction

Nevada Heart & Vascular | Las Vegas, NV

June 2021 – August 2022

Medical Receptionist

- Managed front-desk operations for 80+ patients daily, streamlining check-in and billing workflows, reducing average wait times by 12%
- Supported the Physicians Billing Office by analyzing financial records and coordinating payment distribution with insurers and patients

LEADERSHIP

Gamma Phi Beta | Bloomington, IN

August 2021 – May 2025

Social Media Chairwoman

- Led digital communication for 200+ members, creating and curating social media content to strengthen chapter values, sisterhood, and philanthropy
- Helped raised \$18,000+ for the chapter's philanthropic partner, Girls on the Run, supporting programs that empower girls worldwide

TECHNICAL

- Programming: Python, JavaScript, HTML/CSS
- Business Intelligence & Data Analysis: Tableau, SQL, Microsoft Access & Excel

ADDITIONAL

Salad Connoisseur | Girls on the Run Volunteer | Hot Pilates | Family Food Blog | Wordle