

# CV/Resume/LinkedIn

## MBA Candidate - Harvard Business School

- Highly motivated student-athlete with a stellar record of academic honors in esteemed Accounting and Finance program while gaining client and sales experience — driven to begin a successful career in finance by earning an MBA at Harvard Business School.
- Track record of exceeding quotas, client prospecting, and delivering customized client solutions. Proactively sets goals and diligently follows through.
- A valued team player who leads with exceptional interpersonal and communication skills.

### Skills and Computer Proficiency

Microsoft Office Suite

Financial Analysis

Critical Thinking

Salesforce CRM

Positive Attitude

Google Teams

Client Management

Problem-Solving

### Education

**B.A. in Accounting and Finance (graduated in 20XX) - GPA: 3.8 - College One – Worcester, MA**

#### Relevant Coursework:

Portfolio Management

Financial Accounting

Statistical Reasoning

Business Ethics

Financial Management

Corporate Governance

#### Honors:

### Extracurricular Activities and Awards

#### NCAA Division III Men's Lacrosse Team

- Varsity Letter Recipient: Dedicated 25 hours weekly to train and travel, while maintaining a full course load.
- Chosen as MVP, 20XX

### Internships

Sales Intern | Company One, Boston, MA | 20XX-20XX

Recruited as a paid intern to increase revenue and reach quotas through online sales by determining potential clients, researching their needs, and providing product options to address them. Compiled weekly presentations to report on progress.

#### Accomplishments:

- With the desire to excel in a fast-paced workplace, **secured 15 contracts in the first 20 days.**
- Gained skills in client prospecting, establishing rapport, overcoming challenges, and securing contracts as **evidenced by exceeding quota of 3 new deals in 1 week.**
- Expertly explained** the benefits of the latest products and services to prospective clients.

### Community Service

Volunteer Baseball Coach | Organization One, Boston, MA | 20XX - 20XX

Helped teens develop basic skills, understand official rules, and embrace good sportsmanship.

#### Accomplishments:

- Excelled at multitasking** and handling registration, coaching, and event coordination.