ANDY DIAZ-DELGADO
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**Objective**

Obtain a job in the field of public relations/marketing in order to utilize my administrative, marketing, and interpersonal skills with efficiency while maintaining a motivated, productive, and goal-oriented environment.

**Education**

**Stevens Institute of Technology** May 2020

Stevens Institute School of Business GPA: 3.6

Bachelor of Science, Business & Technology

Concentration: Marketing, Arts & Technology

Minor in Information Systems

* Dean’s List
* Edwin A. Stevens Scholarship
* Massey Scholarship

**Relevant Coursework:**

* Business: Marketing Analytics & Research, Marketing Strategy, Integrated Marketing Communications, Virtual and Physical Consumer Behavior, Entrepreneurship, Statistics, Financial & Managerial Accounting, Corporate Finance, Systems Analysis & Design, Social Psych & Organizational Behavior, Logistics & Supply Chain Management
* Design: Animation, Motion Graphics, Graphic Design 1, Graphic Design 2

**Skills**

Technical: Microsoft Excel, Microsoft Access, MATLAB, Signavio, Tableau, and Adobe Creative Design Suite

Languages: Fluent in Spanish

**Associations**

**KaysuCraft,** *Consultant (Team Captain)* Aug. 2019 – May 2020

* Analyzed quantitative data for hundreds of products and produced reports to owner to enhance business
* Performing weekly research and analysis in search for business endeavors and expansion possibilities
* Created an e-commerce platform to distribute products to expand target market and decrease backlog of orders
* Generated a pricing model for owner to maximize profit and labor efficiency
* Designed content and extended business card to improve marketing and establish a brand image on **Adobe Illustrator**

**Making Lemonade Fund,** *Marketing Associate* April 2020 – June 2020

* Collaborated with students across the nation, under remote circumstances, to raise over $100,000 for CDC Foundation, Direct Relief, and Feeding America to help relieve the impact of COVID-19.
* Created and executed campaigns for a nationwide audience to build awareness, create solidarity, and raise funds.

**Stevens Men’s Soccer - Varsity,** *Student-Athlete* Aug. 2016 – November 2019

* Committed approximately 25 hours to training, game play, travel, analyzing film and player reports while simultaneously maintain a full-time student course load and extracurriculars

**Stevens Student Athletic Advisory Committee (SAAC),** *Chosen Representative*Aug. 2017 - Dec. 2018

* Organized campaigns for the athletic department for over 500 student-athletes
* Volunteered to teach quantitative and technical engineering skills to over 175 students

**Work Experience**

**Picca Pollo A La Brasa** Germantown, MD

*Hospitality Associate* March 2019 – March 2020

* Managed clientele orders for over 100 clients daily
* Collaborated with managers and 10 associates to ensure customer satisfaction and maximize sales
* Managed over $1500 worth of sales and reported back to manager to ensure accurate sales reports
* Memorized, described, and helped prepare a catalog of over 50 dishes and beverages

**Sardi’s Chicken** Gaithersburg, MD

*Customer Service Associate* May 2016 – Aug. 2017

* Operated POS register system, counted and monitored cash limits with a revenue of over $5000 daily
* Maintained optimal customer satisfaction and provided a favorable customer experience to hundreds of customers through bilingual speaking and quality service
* Stocked and bookkept to ensure accurate inventory for company organization providing an efficient workspace