

Biz Ness

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EDUCATION

St. Olaf College – Northfield, Minnesota

Expected Graduation: May 2025

Bachelor of Arts | Major: Economics | Concentration: Management Studies

GPA: 3.25

Honors/Awards: Presidential Merit Scholarship; Rotary Youth Leadership Award (2021)

INTERNSHIP EXPERIENCE

Merchandise Planning Executive Intern, *Target Corporation* – Minneapolis, MN

June - August 2021

- Created a comprehensive report analyzing store layouts and productivity to present to group leadership
- Disseminated sales reports to facilitate an overall 20% SKU reduction for the department, calculating the least and most productive items before recommending a course of action
- Assisted with Competitive Line Reviews, Reverse Bid Auctions, and other E-Sourcing events

Direct Marketing Intern, *Digital River, Inc.* – Minneapolis, MN

June - December 2020

- Coordinated with Direct Marketing, the Acquisitions Manager, and the SEO Specialist to observe and critically analyze focus groups to gain better knowledge of factors that influence online purchases
 - Collaborated with internet marketing staff and creative department to produce a template for client's promotional emails.
 - Undertook a summer-long project disseminating consumer research/studies to determine who the 'typical' client is, including buying habits and demographics
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WORK EXPERIENCE

Sales Associate, *Williams-Sonoma, Inc.* – Edina, MN

May 2019 - Present

- Apply strong customer services skills to engage hundreds of customers each day
- Winner of the W-S Catch The Spirit award in spring 2004 for outstanding service and can-do attitude towards customers and fellow employees

Head Tennis Instructor, *Hopkins Independent School District 253* – Hopkins, MN

June 2017 - August 2018

- Developed instructional curriculum for a youth tennis training program
 - Coached 12 students twice weekly
 - Collaborated with others to maintain a safe, enjoyable atmosphere for students with a focus on positive sportsmanship
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LEADERSHIP & CO-CURRICULAR EXPERIENCE

Vice-President, Economics Club – St. Olaf College

September 2021 - Present

- Developed campus campaign to increase membership in the club resulting in a 30% increase in active membership
- Created a club-sponsored speaker series on campus; invited speakers twice yearly to present to club members

Section Leader, Chapel Choir – St. Olaf College

September 2020 - Present

- Worked alongside the Director to ensure the section was prepared for full rehearsals
- Arranged and led sectional practices

Member, Varsity Tennis – St. Olaf College

September 2018 - Present

RELEVANT SKILLS

Language: German (Intermediate); Spanish (Basic)

Technical: Excel, PowerPoint, R, Adobe Photoshop, Social Media, WordPress, HTML (basic)