

## EDUCATION

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**UNIVERSITY OF CONNECTICUT SCHOOL OF BUSINESS**, Storrs, CT May 2014  
Master of Business Administration (MBA), Concentration in Finance, GPA: 3.7/4.0

- Awarded Teaching Assistantship and full scholarship based on merit, 2012 – 2014
- Finance Society, Graduate Business Association, *Member*

**THE PENNSYLVANIA STATE UNIVERSITY**, University Park, PA 2008  
Bachelor of Science, Hotel, Restaurant and Institutional Management

## EXPERIENCE

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**UNIVERSITY OF CONNECTICUT FOUNDATION**, Hartford, CT 2013-2014

*Treasurer: Student Managed Fund*

Responsible for the asset allocation of a \$2 million portfolio of the university's endowment fund

- Research and analyze equities and fixed income instruments for investments using a top-down approach
- Strategize with a team of ten graduate managers to find suitable investments
- Perform analysis on energy and materials sectors and use investment criteria to determine stock selections
- Focus on evaluating risks such as: Business Model Risk, Balance Sheet Risk, Management Risk
- Attended Bloomberg Terminal and Adkins Matchett Toy Financial Modeling Training

**PHILIPS CONSUMER LIFESTYLE NORTH AMERICA**, Stamford, CT Summer 2013

*Finance MBA Intern*

Synthesized key opportunities and insights into a recommended blueprint for optimized trade promotion terms resulting in a modeled 11% reduction in trade promotion while simultaneously increasing sales by 6.7% over a three year timeline on over \$1 billion in sales and \$200 million in trade promotion spend

- Utilized past projects and McKinsey studies to build a pathway to trade promotion harmonization and optimization
- Analyzed and modeled financial impact long-term view of financial and trade impact of optimized trade promotion scheme
- Implemented standardized way of reporting progress and tracking/addressing differences versus annual operating plan
- Quantified and controlled both financial and business relationship risks in the migration of business execution to new trade promotion scheme

**HILTON HOTELS AND RESORTS Embassy Suites Northwest San Antonio**, TX 2011 – 2012

*Director*

Led a 35 member team, including an assistant manager, supervisors, and line level associates totaling \$778,000 in managed labor expenses at a 216 room hotel

- Controlled the purchasing and inventory management within a yearly budget of \$237,000 direct expenses
- Analyzed daily housekeeping quality and quantity scores to monitor and evaluate the performance and growth of our team members; used these analyses to identify opportunities for improvement, which resulted in a 7.0% increase in room cleanliness scores and 4.1% increase in overall satisfaction scores
- Interviewed, hired, developed training modules, and conducted annual performance evaluations of all department associates; resolved internal problems and fostered open communication, all while motivating and mentoring associates leading to a 3.1% increase in department associate satisfaction surveys results
- Awarded Make a Difference Manager of the Month for November 2011

**HEI HOTELS AND RESORTS San Antonio**, TX 2009 – 2011

*Assistant Director*

Selected to be *Acting Director* for 8 months, overseeing a 50+ staff of the housekeeping attendants

- Led service culture training in various departments, resulting in a 4.75% increase in Guest Satisfaction Scores in 2011
- Participated as an active member of the hotel's energy committee; through these efforts the hotel posted energy savings of 15.4% in 2009 and 6.1% in 2010
- Managed and controlled, through proactive inventories and labor management processes, an annual budget of \$1.3 million in payroll expenses and \$180,000 in direct expenses
- Awarded Manager of the Quarter, Second Quarter 2010