

# FERNANDO ANTONIOLI

Boston, MA

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## SUMMARY

Master of Science in Business Analytics graduate with 3+ years of experience leading admissions processes and interviewing of international students to universities in the United States and Spain. Customer Relationship Management (CRM) experience utilizing Salesforce and Microsoft Dynamics. Passionate about improving processes in higher education and EdTech industries by utilizing data analysis programs such as SQL, Python, and R as well as data visualization software like Tableau.

## EDUCATION

2021 – 2022 **BABSON COLLEGE** | Wellesley, Massachusetts, USA  
**Master of Science, Business Analytics** GPA: 3.74/4.0  
**Honors:** Magna Cum Laude

2014 – 2018 **WHEATON COLLEGE** | Norton, Massachusetts, USA  
**Bachelor of Arts, Business and Management** GPA: 3.63/4.0  
**Honors:** Cum Laude, Dean's List, Trustee Scholar, Men's Varsity Soccer NEWMAC Academic All-Conference

## PROFESSIONAL EXPERIENCE

### Northeastern University

August 2022 - Present  
Boston, MA  
Higher Education

### Assistant Director of Admissions

- Managed the recruiting cycle for the Graduate Certificates and Master in Management programs

### IE Business School

January 2020 - August 2021  
Madrid, Spain  
Higher Education

### Admissions Advisor

- Surpassed the enrolled student ratio and net sales targets for all programs in the School of Human Sciences and Technology (HST) by over 23% and 5%, respectively, in a year faced with COVID-19 challenges
- Utilized technical tools such as Power BI and Microsoft Dynamics to increase the commercial outreach
- Executed key commercial strategies and data driven decisions to attract and retain new and existing candidates
- Formed part of the Admissions Committee, which communicated the status of applications to over 400 candidates for the HST school and the North American Region
- Managed the admissions team database and data entry which experienced an increase in workflow of 5% compared to 2019
- Helped with the onboarding and training of new members of the team

### Shorelight

July 2018 - July 2019  
Boston, MA  
Higher Education

### Admissions Assistant

- Reviewed over 300 applications coming from Latin America to determine admissibility to universities in the United States
- Collaborated and worked with the LATAM team to review and complete incoming university applications on time for the Fall and Spring intakes
- Assisted with the development and maintenance of data quality and integrity
- Helped with the onboarding and training of new members of the team

### Wheaton College Office of Admissions

June 2017 - May 2018  
Norton, MA  
Higher Education

### Admissions Intern

- Interviewed over 50 prospective students to determine fit with Wheaton standards and culture
- Coordinated over 22 Skype interviews between current and prospective international students
- Assisted admissions counselors in setting up travel schedules around Latin America and across the United States to facilitate the recruiting process of the class of 2022
- Provided campus tours and information sessions to prospective students

## LANGUAGES AND COMPUTER SKILLS

- Spanish (Native), English (Bilingual Proficiency), Italian (Basic)
- R, Python, Tableau, SQL, SAS, MS Office, Salesforce, Microsoft Dynamics, Power BI, Minitab Express

## EXTRACURRICULAR ACTIVITIES

- Soccer, Skiing, Basketball, Baseball, Football