

FERNANDO ANTONIOLI

Boston, MA

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SUMMARY

Master of Science in Business Analytics graduate looking to improve processes by utilizing data analysis programs such as SQL, Python, and R as well as data visualization software like Tableau. 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

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
- Used Tableau to create Dashboards to keep track of data and make data-driven decisions
- Reviewed applications and made recommendations for admission to the Admissions Committee
- Tracked decisions and updated applicant records in the CRM and admissions systems
- Planned and implemented recruiting and yield events including open houses for admitted candidates

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