



Resumé development

Janina C. Avenkar-Saul (she/her)

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SUMMARY

Accomplished fine arts professional with a multi-faceted background in marketing and business development. Proven success in relationship building, negotiating, and creative problem solving. Recognized for an ability to work cross-functionally with external vendors and clients, resulting in enhanced customer relations and increased profits.

EDUCATION

NORTHEASTERN UNIVERSITY, Boston, MA 2023
D'Amore-McKim School of Business
Candidate for Master of Business Administration
Concentrations in International Business and Healthcare

CALIFORNIA STATE UNIVERSITY, San Diego, CA 2015
Bachelor of Arts in Dance, cum laude

PROFESSIONAL EXPERIENCE

91210 MARKETING, West Hollywood, CA 2015–2021
Digital Content Strategist

- Administered SEO content marketing and outreach campaigns according to clients' brand standards
- Achieved targeted brand placements under budget and at 50% higher than expected
- Secured high-value SEO/public relations opportunities with the Los Angeles Times, The Today Show, Good Morning L.A., and The Huffington Post

SOUTHERN CALIFORNIA ARTS CENTER, San Diego, CA June–August 2014
Intern for Galleries & Development

- Helped to plan and execute financial growth across multiple revenue streams including marketing events and educational programs
- Doubled exhibition applicant pool and revenue in one year by participating on a committee charged with creating new promotions
- Increased attendance for opening events to match peak season numbers (an average jump from \$100 thousand to \$300 thousand) which salvaged plummeting sales

VOLUNTEER WORK

- Temple Shaara, Cantor (2013–2017)

TECHNICAL SKILLS

- Microsoft Project, Adobe Acrobat and Illustrator, QuickBooks

LANGUAGES

- Full professional proficiency in Hindi; working professional proficiency in Hebrew and Farsi

Li Na

617-428-3224 l.na@northeastern.edu linkedin.com/in/na.li

SUMMARY

Master of Science in Business Analytics candidate with excellent quantitative and problem solving skills with a background in technology. Experienced in problem solving and time management in high stress environments. Recognized by co-workers for being a hardworking team player and always focused on the greater good.

EDUCATION

NORTHEASTERN UNIVERSITY, Boston, MA 2021
D'Amore-McKim School of Business
Candidate for Master of Science in Business Analytics

BOSTON COLLEGE, Chestnut Hill, MA 2019
Bachelor of Science in Management
Major in International Business, Minor in Mathematics

PROFESSIONAL EXPERIENCE

CITIBANK, New York, NY 2019–2020
Commercial Banking Analyst

- Conducted detailed regression analyses on loan portfolio using various macroeconomic forecasts to help senior management determine the range of potential write-offs in the event of a recession
- Provided technical support to help transfer all financial information for companies with outstanding loans in the portfolio into a new database platform
- Participated in the training of four new hires to help them meet the requirements of the job and become more effective

CHANGJIANG SECURITIES COMPANY, Wuhan, China 2018
Risk Management Analyst Intern

- Analyzed forward-looking risk metrics for high-volatility financial products and presented results to group head to assist in understanding the overall financial exposure of the portfolio
- Designed and produced monthly credit and liquidity risk monitoring reports of products for senior management

TECHNICAL SKILLS, CERTIFICATE & INTERESTS

- R, Python, Excel, Tableau and MATLAB
- SAFe Certified Agile Specialist
- Running (Completed 2019 New York City and 2018 Beijing Marathons), Hiking (hope to hike the Appalachian Trail), and History (WWII and medieval)

Diego Alarcon

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SUMMARY

Master of Science in Finance candidate with experience as a financial consultant. Able to help financial institutions comply with regulations concerning credit risks and anti-money laundering. Possesses a passion for continuous learning and strong communication skills in order to create optimal results.

EDUCATION

NORTHEASTERN UNIVERSITY, Boston, MA 2022

D'Amore-McKim School of Business

Candidate for Master of Science in Finance

UNIVERSIDAD DEL PACIFICO, Lima, Peru 2016

Bachelor of Liberal Arts

Major in International Business and Economics

PROFESSIONAL EXPERIENCE

EY, San Isidro, Lima, Peru 2017–2021

Senior Consultant

- Developed EUC tools to calculate securitization exposure in compliance with Basel III requirements which improved 25% efficiency of reporting procedures
- Supported client in improving credit risk calculation processes
- Performed audit on service level agreements in compliance with the outsourcing guidelines by the Monetary Authority of Peru
- Assisted client in improving customer due diligence processes in prevention of money laundering and terrorist financing

ALICORP, Lima, Peru 2016–2017

Corporate Accountant

- Assembled monthly reports submitted by different research divisions which reduced 15% of work in month-end closing procedures
- Prepared reports and annual forecasts under IFRS standards
- Planned budget for research activities related to sustainability

LANGUAGES

- Full professional proficiency in Portuguese; limited professional proficiency in Spanish

TECHNICAL SKILLS

- Excel VBA, Access VBA, and SQL

CERTIFICATIONS

- Anti-Money Laundering Specialist and Global Sanctions Specialist

N Northeastern University
D'Amore-McKim School of Business
Graduate Career Center

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