

The Mo You Know

Town, State | emailaddress@here.com | #PhoneNumberHere

- 1. Expertise in Training Design and Delivery
- 2. Understand Business Needs
- 3. Strong Communication & Influencing Skills
- 4. Metric Based Results
- 5. Leadership Skills
- 6. Passion for this Work

REVISION STAGE #4: CUT AND ADD

EXPERIENCE

Example University, New York, NY

Assistant Dean

Sep 2024 - present

- Spearheaded global outreach efforts, **Transformed senior leadership's long-term vision into actionable strategies for global outreach** engaging over 20,000 prospective students through in-person events and targeted digital marketing campaigns to reverse declining enrollment trends, **resulting in a 15% increase in enrollment.** Successfully supported lasting relationships with secondary schools, global embassies, self-funded prospective students, and their families, **significantly enhancing the University's international presence and elevating the quality of its talent pool.**
- Independently utilized Salesforce and other CRM systems to generate and analyze monthly enrollment reports, **leveraging minimal training to inform strategic recruitment planning and enhance operational effectiveness, delivering actionable insights that improved recruitment strategies and contributed to a 12% increase in inquiry-to-application conversion rates.** Demonstrated a self-starter mindset by quickly mastering new tools and delivering actionable insights that shaped data-driven strategies.
- Created tailored presentations for diverse audiences—including university stakeholders, local government, staff, and prospective students and parents—leveraging advanced expertise in PowerPoint, Canva, and other tools to deliver engaging visuals and impactful content. Quickly positioned myself as a subject matter expert and established trust with prospective students and families. Demonstrated exceptional research, public speaking, and adaptability skills to support recruitment, training, and strategic initiatives.
- Delivered individualized counseling **to 70+ students monthly** in developing effective study habits, time management skills, and resource utilization to enhance their academic success. Played a critical role in improving student retention and graduation rates at a campus serving 13,000 students by delivering personalized guidance and connecting students to targeted support services. Supported first-generation and low-income students in maximizing their educational investment by promoting on-time graduation, reducing costs, and facilitating successful professional transitions.

Lecturer, Public Speaking

July 2023 - present

- Selected by the Dean of EOF to design the syllabus for and teach an accelerated public speaking course for first-year undergraduate students, **achieving a 100% pass rate.** Leveraged transferable skills from debate coaching to create culturally relevant, engaging lessons that boosted student confidence and

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eased their transition into college. Recognized by peers and students for delivering an exceptional experience that inspired long-term personal and academic growth.

#### ***Student Advisor***

June 2023 - Aug 2024

- Spearheaded initiatives to expose students to academia as a profession through campus visits, conferences, and mentorship, resulting in award-winning undergraduate research participation, prestigious fellowship awards, and a 100% graduate program acceptance rate for the most recent cohort. Guided students through the entire graduate school application process, including personal statement development, resume review, interview preparation, and career branding. Collaborated with senior leadership on annual grant re-submissions to sustain program funding of minimum \$266,000.

CUNY Graduate Center, New York, NY

Dec 2021 – Jun 2023

#### ***Program Manager*** – Office of Academic Initiatives & Strategic Innovation

- Coordinated admissions interviews, information sessions, university-wide events, and marketing campaigns to achieve enrollment benchmarks for over 20 academic programs, including the LP2 program, our most lucrative, which generated \$400K annually. Delivered one-on-one training sessions to 500+ members of the LP2 program, teaching technical skills such as completing online functions and navigating software, resulting in enhanced program satisfaction and retention. Became the subject matter expert on newly implemented COVID-19 immunization tracking software, training staff and students on its functionality to support the return-to-campus effort while ensuring compliance with evolving state and federal regulations.
- Led stakeholder engagement efforts by planning and executing meetings, workshops, and events tailored to the needs of prospective and current students, community partners, and institutional leaders, enhancing community outreach and driving institutional visibility. **increasing event attendance by 20%.** Developed a strategic partnership with the Grammy Museum through outreach, securing the opportunity to host their traveling 2022 exhibit at the university. Managed all logistics for the month-long event, including set-up, production, staffing, and security, **successfully attracting both external visitors and current students, attracting over 5,000 external visitors and generating a 15% increase in website traffic related to the event.**

Columbia University, New York, NY

***Teaching Assistant*** – Barnard College, School of Urban Studies

Feb 2023 – June 2023

- Taught and facilitated an Urban Education course for 44 undergraduate students, applying research-based lesson plans, presentations, and assessments to engage learners on the complexities of the New York City public school system. Managed course logistics, including attendance, grading, and data entry into the college's learning management system, ensuring accurate and timely record-keeping to

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support student success. Mentored students and provided individual support through office hours, guiding them in their academic development and offering personalized assistance to ensure understanding of course material. Designed tailored accommodations for 10+ students with learning disabilities to ensure all students 100% of students met course learning objectives while respecting their unique learning styles.

**Curator and Project Manager** – Gottesman Libraries

Mar 2022 – Feb 2023

- Secured and managed a \$10,000 grant budget, curating and executing the "Peacing Shirley" art education project, for which I painted a portrait of Shirley Chisholm and designed an interactive public-facing exhibition. Led a design team of 10 over several months through all project stages to curate and execute the "Peacing Shirley" art education initiative, securing and managing a \$10,000 grant budget. Designed and painted a portrait of Shirley Chisholm and developed an interactive public-facing exhibition attracting over 4,000 visitors in one month to foster learning and dialogue among students about her contributions and impact. Created the first-ever portrait of Shirley Chisholm to be featured at her alma mater Columbia University. Showcased a deep passion for education and representation by creating the first-ever portrait of Shirley Chisholm for her alma mater, Columbia University, becoming the first Black artist and Chisholm the first Black subject to be featured in the prestigious Tudor Room portrait hall.

**University of Delaware**, Newark, DE

Jun 2020 – Aug 2021

**Research Analyst** – University of Delaware Anti-Racism Initiative

- Served as an inaugural research scholar for the University of Delaware's Anti-Racism Research Initiative, reviewing over 500 historical documents to produce an extended study on the disproportionate criminalization of Black men in Delaware during the late nineteenth century. Presented research findings at a university-wide symposium, effectively communicating discipline-specific concepts to an audience of 100+ scholars and professors. Chosen as the sole scholar to have my research incorporated into a university History course the following semester as a result of demonstrated expertise in research project management, analysis, and the ability to translate complex topics for educational settings.

**Rutgers University**, Newark, NJ

**Student Coordinator**

Sep 2017 - Mar 2020

- Designed and facilitated daily personal training sessions and workshops to help undergraduate students market themselves to employers, including conducting in-depth reviews of resumes, cover letters, and professional documents.
- Served as a point of contact for IT support and troubleshooting across the Rutgers Business School network, assisting a population of 5,000+ faculty, staff, and students with technical issues to ensure smooth academic operations.

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- Promoted and trained students on using Handshake, an online career services platform, and served as a liaison with prospective recruiters to ensure compliance with campus job-posting regulations resulting in a 20% increase in undergraduate student job placement upon graduation and a 25% increase in recruiter partnerships with employers across several industries.
- Chosen to participate on a panel at Mars Wrigley's Newark office, advising senior leaders and international stakeholders on best practices for recruiting early talent, based on firsthand experience as a student coordinator. Directly advised senior leaders at Mars Wrigley on recruiting early talent from Rutgers Newark, influencing their strategy and driving a 60% increase in student job placements within two years.

### **EDUCATION**

Columbia University – Master of Arts, Anthropology and Education | GPA: 4.0

Rutgers, The State University of New Jersey – B.A. African American and African Studies, double minor Public and Non-Profit Administration; and Psychology – Summa Cum Laude

### **SUPPLEMENTAL INFORMATION**

**Languages:** English (native), Spanish (conversational)

**Achievements:** Margaret Mead Research Scholar, McNair Research Scholar, Meyer's Foundation Award

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