



HUNTER DUNLOP

 hunterdunlop@hotmail.com

 +1 - (416) - 801 - 6310

 80 Elk River Road, Henrietta, New York

SUMMARY

Performance-driven individual with an exceptional ability to deliver valuable ideas to accelerate company growth. Seeking a position in Sales & Marketing where I can apply my university education, professional experience, and natural talents. My goal is to advance my business knowledge and experience while simultaneously helping to accelerate marketing & business development for the organization that partners with me.

EDUCATION

Rochester Institute of Technology

Business Administration Bachelor of Science Marketing Major
Minor in Management Information Systems (MIS)
Member NCAA Men's Lacrosse Team

August 2017 - Present
Rochester, New York

Student Athlete

The Kiski Prep School

Lacrosse Student Recruit

September 2015 - June 2017
Saltsburg, Pennsylvania

PROFESSIONAL EXPERIENCE

Account Management Intern

Calix Inc.

June - September 2020
Remote Work

- Collaborated with key internal stakeholders to support sales programs
- Conducted research on prospect, contact, and persona details in Salesforce and other tools
- Gathered content to support sales enablement
- Executed a project that expanded the company's market in Canada

Youth Lacrosse Coach

Edge Lacrosse Organization

June 2019 - August 2020
Toronto, Ontario

- Developed collaborative relationships to recruit new athletes to the program
- Communicated effectively with fellow coaches, youth players, and parents
- Taught young players to engage in good sportsmanship on and off of the field
- Organized players' nights to cultivate positive relations with players and families

Blog Writer


springsandthread.com


June 2020 - August 2020
Remote Work

- Authored a column in an online journal reviewing recent trends in fashion on a weekly basis
- Selected content to promote and analyze for readers

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PROFESSIONAL EXPERIENCE

Supervisor

Mariani Construction

June 2018 - August 2019

Toronto, Ontario

- Collaborated daily with various company leaders, subcontractors, customers, and city inspectors to complete construction projects
- Interpreted orders and technical documentation to complete accurate work

Supervisor

J-Rock Landscaping

May 2017 - August 2017

Mississauga, Ontario

Golf Operations

Mississauga Golf and Country Club

January 2015 - January 2017

Mississauga, Ontario

ACADEMIC EXPERIENCE

“Tech Helpers” Project

Course: *Building a Web-Business*

Innovated a web-business model titled “Tech Helpers” independently, fulfilling the project expectations of profitability and market analysis

RIT

“ArtForYou” Project

Course: *Internet Marketing*

Successfully built an online business prototype titled “Artforyou.com” based on course training for management of a virtual marketplace.

RIT

Programming

Course: *Developing Business Applications*

Practiced computer programming and applications development through a set of programming exercises that focus on visual development environments and component integration. These exercises expanded into a project that applied concepts of typical development and project methodologies.

RIT

ACHIEVEMENTS & EXTRACURRICULAR HIGHLIGHTS

RIT NCAA Men’s Lacrosse Team

August 2017 - Present

Dean’s List Student

RIT

RIT Academic Scholarship

August 2017 - Present

Entrepreneur and Inventor award


April 2016


First Place Winner and Team Leader

The Kiski School Inventionland

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VOLUNTEER EXPERIENCE

Ronald McDonald House Charity

Helped the Hunger Project Group transport food boxes and materials.

November 2019
Rochester, New York

Feeding Children Everywhere

Packaged meals for economically disadvantaged families and children.

November 2018
Rochester, New York

Polar Plunge

Participated in a team fundraiser for the Law Enforcement Torch Run organization to raise awareness for the special olympics.

February 2017
Rochester, New York

SKILLS

Interpersonal

- Leadership
- Time Management & Organization
- Public Speaking
- Teamwork & Collaboration

Technical

- Microsoft Excel
- RCloud
- Tableau
- Python
- Google Cloud

References available upon request.