# **HUNTER DUNLOP**



<u>hunterdunlop@hotmail.com</u>



+1 - (416) - 801 - 6310



80 Elk River Road, Henrietta, New

# **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

The Kiski Prep School

Lacrosse Student Recruit

August 2017 - Present Rochester, New York

Student Athlete

September 2015 - June 2017 Saltsburg, Pennsylvania

### PROFFSSIONAL 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

June 2019 - August 2020 Toronto, Ontario

Edge Lacrosse Organization

- 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**

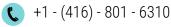
June 2020 - August 2020

springsandthread.com 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** 

June 2018 - August 2019

Toronto, Ontario

Mariani Construction

- 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

#### "ArtForYou" Project

Course: Internet Marketing

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

### **Programming**

**RIT** 

RIT

**RIT** 

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.

# 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.