**Ian M. Anderson**

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**SUMMARY:**

Self-motivated, high achieving student interested in an opportunity to gain additional experience in the Sales and Management fields. Strengths include:

Marketing & Sales Knowledge Team Management

Project Planning Research Efficiency

**EDUCATION:**

 **Rochester Institute of Technology,** Rochester, New York

**Saunders School of Business,** MSCHE Accredited

**Master of Business Administration,** Expected Graduation in December 2022

 **State University of New York at Geneseo,** Geneseo, New York

**School of Business,** AACSB Accredited

**Bachelor of Science,** Graduated in May 2021

**Major:** Business Administration

**Minor:** Marketing

**PROJECTS:**

CAPSIM Simulation

* Made real life decisions for a simulated business’ products and competed to become the business with the highest stock price

Global Market Entry Plan for Blink

* Used my knowledge of international business and research skills to form an expansion plan for a company to succeed in other countries

Study of Quality Management Process of Tesla

* Used operations management based analytical skills to determine how the company could decrease unnecessary spending

**WORK EXPERIENCE:**

ITT Gould’s Pumps Buyer: August 2021-June 2022

* Work with the purchasing team to communicate with suppliers and document the quantity and value of products that we want to receive

Goodwill Wares Pricer: February 2021- May 2021

* Gained Goodwill revenue by analyzing donated wares based on their demand and condition in order to find the peak price point

Del Lago Bar Porter (Portico): June 2018- August 2018

* Performed great customer service while under high intensity situations and worked through a system within a group of bartenders

**ACTIVITIES & VOLUNTEER EXPERIENCE:**

Business Outreach Chair for the Merit Award Winning SHRM Committee at Geneseo

* Society for Human Resource Management

Gold Professional Development Certificate at Geneseo

**TECHNOLOGICAL SKILLS:**

Excellent knowledge in all Microsoft Office fields

Experience with CRM Salesforce