Melissa M. Marcuccio

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Rockville, MD

EDUCATION

The Pennsylvania State University — University Park, PA
The Smeal College of Business — GPA: 3.55/4.00
Bachelor of Science, Risk Management Real Estate Option — *Expected graduation: May 2019*

RELEVANT EXPERIENCE

The Bozzuto Group — Greenbelt, MD
Sales and Marketing Intern — *June 2017-August 2017*

- Contributed to efforts to meet occupancy goals by conducting tours that sold the benefits of living in a Bozzuto managed community and resulted in four new leases
- Presented a report to Bozzuto's executive leadership that proposed a new marketing strategy to better reach prospects that work at, or attend universities within the apartment community's geographic location
- Built brand loyalty by delivering excellent customer service to residents, vendors, and prospects

WORK EXPERIENCE

Georgetown Aquatics — Rockville, MD
Certified Life Guard — *Summers of 2011-2016*

- Ensured safety of swimmers at busy community pool by preventing/responding to emergencies
- Learned to be accountable to management, parents, and health inspectors

Cava Mezze — Rockville, MD
Hostess — *July 2014-December 2015*

- Greeted and seated customers of a locally-owned, chain restaurant to initiate a favorable dining experience and repeat business
- Became adept at resolving customer complaints in a diplomatic manner

LEADERSHIP

Real Estate Boot Camp — University Park, PA
Participant — *September 2017-Current*

- Engaged in professional development programs to prepare for networking and job opportunities

Smeal Mentoring Program — University Park, PA
Protégé — *August 2016- Current*

- Enhanced professional and personal network while developing business communication skills
- Explored career paths and professional fields
- Created a significant and mutually beneficial mentoring relationship with Alumni

Penn State Dance Marathon — University Park, PA
Participant for Alpha Chi Omega — *September 2015-Current*

- Active participant in the nation's most successful student-run THON event which raised $9.5M for Hershey Medical Center
- Contributed through fundraising activities such as canning, soliciting donations, and reaching out to businesses

HONORS

- Smeal College of Business Dean's List-Spring 2016 and Spring 2017
- Certificate of Meritorious Community Service