SCHOOL ADDRESS
508 Locust Lane
State College, PA 16801

Ryan Michael Brown

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HOME ADDRESS
126 Decatur Road
Havertown, PA 19083

EDUCATION

The Pennsylvania State University — **University Park, PA**
The Smeal College of Business — Expected Graduation: May 2019
Bachelor of Science in Corporate Innovation and Entrepreneurship (CIENT)
Economics Minor
GPA: 3.34, Dean's List

WORK EXPERIENCE

All Out Seal Coat — **Broomall, PA**
Business Management Internship — May 2017 – August 2017
Backstory: All Out Sealcoat is a small business that sealcoats both residential and commercial sites. The company is owned by two entrepreneurs in their late twenties. I started working with the company at age 16, going door to door selling the opportunity for a free estimate. I was successful in selling and built a great relationship with the owners, which led to them offer me an internship. During the internship, I carried out the following tasks:

- Managed wearing multiple hats: scheduled jobs, estimated job sites, answered all company calls, talked to potential clients, sold our product/services, and occasionally sealcoated in order to gain as much knowledge as possible about the craft
- Studied how small companies gain momentum and growth through different marketing strategies and entrepreneurial ideas
- Designed and implemented new company marketing strategy with videos, ads on google/Facebook, and contributions to the website
- Updated and revamped the company's social media campaign to keep customers aware of the companies growing success
- Implemented a customer feedback inquiry email after our work was completed to help the company know what needs improvement
- Strategized and brainstormed frequently about company goals with owners of company
- Offered many slight changes to company to make the business more efficient. Ex. Adding booking ability for customers on website and offering PayPal as a payment service instead of only cash/check

LEADERSHIP

Microeconomics Teaching Assistant — **University Park, PA**
Microeconomics 102 TA with Dr. Wooten (Fall 2016 and Spring 2017 Semesters) — August 2016 – May 2017

- Graded homework assignments for 350 students bi-weekly
- Proctored and graded 3 examinations per semester with a team of 4 TA's
- Aided professor with any assistance needed for course

Delta Sigma Phi Fraternity — **State College, PA**
Vice President/Active Member of Executive Board — January 2016 - Present

- Assisted President in stressful circumstances to maintain order in house of 45 men
- Manage household daily activities and events
- Attended Delta Sigma Phi Leadership Institute in which only 45 brothers get accepted across the entire nation
  - 4 Day program in Indiana teaching leadership to our fraternities brightest men in July 2017

ACTIVITIES

Smeal Alumni Mentoring Program — **University Park, PA**
Partnered with Smeal Alumni active in today's business world — August 2016 - Present

- Maintained professional business relationships with like-minded and involved alumni
- Enhanced business knowledge and experience through weekly interactions with mentor

SKILLS/INTERESTS

Technology: Proficient in Microsoft Word, Excel, and PowerPoint
Interests: Elon Musk, The Philadelphia 76's, The Office, Reading, and Exploring

Deleted:

Merion Golf Club **Ardmore, PA**
Course Maintenance/Grounds Keeper June 2016 – August 2016

- Preserved and improved course conditions from 5:45am-2pm daily
- Maintained *Golf Digest's* #5 course in United States

Anthony's Coal Fired Pizza **Wynnewood, PA**
Restaurant Server and Busser August 2016 – Present

- Demonstrated leadership as Head busser of Companies 2nd most profitable location
- Established quality relationships with routine customers through excellent customer service

Bryce Jordan Center **University Park, PA**
Security/Nightly Maintenance January 2016 – Present

- Assisted in directing the assembling of basketball court and concert venues in stadium
- Conducted venue security at stadium entrance for Bruce Springsteen, Kanye West, and other notable artists