Current Address:
900 Folsom Street
San Francisco, CA 94016

ANDREW A. JEFFRIES

Ajeffries207@gmail.com
(207) 653-9691

Permanent Address:
5 Reg Roc Road
Falmouth, ME, 04105

Education

The Pennsylvania State University — Class of 2018
Smeal College of Business — Cumulative GPA: 3.40/4.0
Corporate Innovation and Entrepreneurship
Minor in Legal Environment of Business

Relevant Experience

Adobe Systems
Account Development Manager Intern

- Grew sales pipeline for Experience Cloud products including Analytics, Target and AEM for account executives
- Gathered account intelligence and prospected market qualified opportunities and turned them into sales qualified opportunities
- Conducted outreach through sequenced calls, messages, and emails to secure meetings with marketing executives

Jeffries' Helping Hands Moving Co.
Founder *(December 2013 – July 2016)*

- Founded a small moving company working with local realtors and a real estate staging company to move furniture in and out of properties as needed
- Managed fifteen residential moving projects for clients in greater Portland area
- Communicated with decorators, homeowners, and employees to ensure expectations were met and guarantee timely completion of projects
- Hired three employees, set wages at $13/hr and made a budget that accommodated the scope of each project

GivTake
Intern *(July 2016 – Present)*

- Grew membership base by coming up with sales promotions and actively recruiting new users through social media
- Identified and partnered with local businesses that could benefit from selling on GivTake

Leadership

Alpha Tau Omega Leadership Development Fraternity (151 Members)
Risk Manager and Rush Committee *(September 2015 – May 2015)*

- Created a comprehensive risk management plan that proactively identified and curbed chapter risks
- Ensured that all initiated members were knowledgeable about risk management procedure and crisis management
- Achieved largest pledge class (32) in recent years through networking and organizing attractive rush events

Tac Application
Intern *(July 2016 – Present)*

- Spearheading an effort to build a new student organization that manages a real start-up company with the end goal of selling the company's service to the University

Work Experience

Portland Harbor Hotel
Senior Valet and Car Service Driver *(March 2015 – August 2016)*

- Managed garage operations and traffic flow in Portland's only AAA Four Diamond Hotel
- Grew interpersonal skills interacting with hotel guests constantly

Foreside Fitness & Tennis *(November 2012 – August 2014)*

- Led tours, sold fitness memberships, and coordinated tennis activities between pros and clients
- Conducted transactions worth thousands of dollars using a computerized POS system

Philanthropy

- Member of ATO/ZTA THON Org contributed $375,811.33 to the Four Diamonds Fund in 2015
- Shawnee Peak Ski Program Volunteer and Chaperone