

EDUCATION

TEMPLE UNIVERSITY, Fox School of Business, Philadelphia, PA

Graduation: Fall 2018

- **Declared Degree:** Bachelor of Business Administration
- **Major:** Management Information Systems
- **Minor:** International Business

EXPERIENCE

**SAP AMERICA, Newtown Square, PA**

December 2017—Present

Demand Generation Lead

- Tracked and reported sales pipeline using various CRM tools such as PMD and EAS for eight Northeast Industry VPs across multiple lines of businesses in the Northeast MU.
- Developed customized reports for the Demand Management Council, used to forecast pipeline.
- Published enablement content to over 100 quota-carriers through push (Weekly Digital Newsletter) and pull (SAP Jam) communication channels.
- Managed a real time stream dashboard demo during the Partner Summit.
- Designed and managed user-friendly JAM sites used by over 350 users across North America.
- Assisted the COO in Northeast MU related activities.

**RED ORANGE NORTH AMERICA, Fort Washington, PA**

April 2017—August 2017

*Information Systems Intern*

- **CPQ Software Implementation**
  - Negotiated terms of implementation for a new CPQ software solution with 500 Fortune companies.
  - Led the implementation of *Channel Online* as the new CPQ software solution.
  - Trained interns and employees across various functions on the proper usage of the new software implementation.
- **Executive Assistance**
  - Provided weekly update reports to CEO and assisted with the decision-making process of the CPQ software implementation.

**GREEN PAN, Philadelphia, PA**

November 2015—January 2016

*Product Specialist*

- Educated approximately 20 Williams-Sonoma customers daily at retail store regarding the efficiency of Green Pan products.
- Designed B2C marketing strategies, which attracted potential customers and generated extra sales.
- Monitored day-to-day Green Pan sales reports.

**SELF-EMPLOYED, Philadelphia, PA**

May 2014—December 2017

*Brand Ambassador/ Field Manager*

- Represented and advertised companies' brands to more than 100-targeted customers to increase awareness and generate sales opportunities.
- Assisted managers with the implementation of marketing campaigns.
- Provided feedback to clients to improve the sale of all brand products and handled all telephone calls and emails.

**IMMIGRATION SERVICE OFFICE, INC., Philadelphia, PA**

May 2013—May 2014

*Administrative Assistant*

- **Client Relations**
  - Provided assistance to customers throughout their immigration legal procedures.
  - Assisted with confidential client records and translated information in both written and oral form, on an as-needed basis.
- **Administrative Assistance**
  - Managed the day-to-day schedules of various paralegals, including making appointments and handling clerical responsibilities, including, but not limited to, filing, submitting cases via website and redacting letters.

ACTIVITIES & AWARDS

- SAP Award Recognition, "Keep the Promise"
- Member, Association for Information Systems, Fall 2016-Fall 2017
- Pilot Study Research Assistant, Temple University, Fall 2016

SKILLS & INTERESTS

- **Languages:** Bilingual proficiency in English and Spanish;
- **Digital Programming:** MySQL, WordPress, Microsoft: Office, ETL, HTML, R, PHP, Channel Online, Justinmind;
- **Miscellaneous:** Martial Arts, Performance Dance.