Brooklyn | NY | 11207 |

www.linkedin.com/in/ajairichardson

### **EDUCATION**

TEMPLE UNIVERSITY – Fox School of Business, Philadelphia, PA

Bachelor of Business Administration Graduation: May 2026

**Major:** Finance & Management Information Systems

Selected Courses: Marketing Management, Business Statistics, Microeconomics, Financial and Managerial Accounting

For Decision Making

### **ACTIVITIES**

Member, National Association of Black Accountants (NABA)

August 2023 – Present

#### **PROJECTS**

Product Development, Marketing Management

September 2023 – December 2023

- Collaborate with a team of 4 to develop a new product for an international footwear and apparel company
- Manage budget to allocate funds for marketing, pricing, and product development.
- Research industry trends to identify a new audience and retain existing customers

## **EXPERIENCE**

TARGET, Brooklyn, NY

May 2023 - August 2023

### Style Consultant

- Provided customer service to 100+ guests weekly at an American clothing and grocery retailer
- Offered fashion guidance to shoppers based on lifestyle preferences, leading to an increase in daily sales
- Communicated company policies to build relationships with customers and nurture brand loyalty
- Identified client concerns and resolved challenges to maintain a high customer satisfaction
- Assessed customer feedback to pinpoint areas for improvement in the styling process

# YORKVILLE YOUTH ATHLETIC ASSOCIATION Manhattan, NY

September 2021 – August 2022

## Coach

- Supported behavioral and recreational programming for a dedicated afterschool program that specialized in creating a fun and safe environment for children.
- Sustained a safe, clean, and fun space for children ages 4-13 by promoting a creative learning environment.
- Implemented positive reinforcement techniques to motivate children to exhibit desired behaviors.
- Fostered connections with 50+ children by maintaining a welcoming and positive program.
- Connected with parents and guardians to communicate daily activities, behaviors, and relevant concerns

# TJMAXX, Brooklyn, NY

January 2022 - June 2022

# Customer Service Associate

- Executed sales initiatives for a discounted department store retailer, serving 75+ customers daily
- Trained 3 new hires on company policies, procedures, and arrangement of merchandise displays
- Addressed customer inquiries and grievances by problem solving to meet client needs
- Collaborated with store leadership and colleagues to meet daily sales goals
- Built relationships with new and returning customers by providing efficient customer service

## **SKILLS**

**Software:** Microsoft Word, Excel, PowerPoint **Certifications:** Google Analytics for Beginners