

Andrew Shever

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Profile

Motivated individual looking to apply his unique experience in business, communications, and entrepreneurship to a summer position. Experience includes producing sales opportunities for Fortune 500 companies, analyzing industries and potential acquisitions for a private equity firm, marketing and event planning for high profile University of Louisville organizations to successfully running and selling my own business. Known for creative and effective thinking, efficient managing, and an unprecedented work ethic.

Education

University of Louisville, Louisville, KY

May 2016

BSBA in Accounting

Cumulative GPA 3.73

Work Experience

Cisco, Raleigh, NC

August 2016-Current

Associate Sales Representative

- Various training on Cisco technologies and consultative selling techniques
- Job shadowing for different internal sales positions in different industries and sectors
- Customer relationship building through cold calling into small and medium businesses
- Partner relationship management through deal management

Cisco, San Jose, CA

June 2015-May 2016

Worldwide Field Sales Intern

- Analyzed and identified opportunities for seven accounts in different market verticals
- Researched financial information and business initiatives to produce business outcomes that increased EPS
- Presented to account managers for Tesla, Airbnb, LinkedIn, Autodesk, Zazzle, Flextronics, and Public Sector
- Collaborated daily with team members, executives, and coaches for continuous feedback
- Experienced interactions between Cisco's account managers and Cisco's customers
- Brought on as virtual support during my time in college to further help Account Managers

University of Louisville- Student Activities Board, Louisville, KY

May 2014-May 2015

Director of Marketing

- Assisted with training and development of general board members
- Advised members in developing marketing strategies and marketing materials for events
- Designed and maintained SAB webpage and developed innovative promotional ideas
- Promoted SAB as an organization through coordinating with external departments
- Assisted in managing a \$450,000 budget for event programming

Danville Capital, San Mateo, CA

January 2014-October 2014

Business Development Intern

- Interfaced regularly with investment bankers, business brokers, and other intermediaries to source potential acquisition targets
- Analyzed and summarized target companies' financial statements, business models, and statistics
- Made recommendations to Danville's CEO based off findings and conclusions
- Identified and researched specific priority industries, built a CRM database, approved and signed non-disclosure agreements, collaborated daily with the team, and met regularly with Danville's CEO

University of Louisville- Student Government Association, Louisville, KY

April 2013-May 2014

Director of Communication

- Promoted initiatives, events and projects; designed and managed website
- Created flyers, banners, handouts, brochures, t-shirts, signs, and other branding items
- Oversaw all visual media outputs, photography of events, and social media postings

University of Louisville- Student Activities Board, Louisville, KY

November 2012-May 2014

Spirit and Traditions Chairman

- First freshman ever selected for position
- Recruited and managed a committee of 21 students
- Managed \$50,000 budget; created marketing materials and event schedules; handled vendor contracts
- Revitalized Homecoming Week events, upping student attendance and involvement

Paducah iPhone Repair, Paducah, KY

2010-2012, Sold August 2012

Owner

- Sourced, bought, resold and repaired a wide variety of mobile devices
- Won 2,500+ customers through website, social media, and word-of-mouth marketing
- Voted *Number One* over AT&T and Best Buy by *Paducah Sun*, with readership of 22,000+

Awards and Honors

Dean's List Fall 2012,2013,2014; Spring 2013, 2014, 2015

J C Bowling Scholarship 2015

Homecoming King Nomination 2014

Delta Zeta Fraternity Man 2014

Staff Member of the Year- Student Government Association Fall 2013, Spring 2014

Jerry & Karen Borowick Scholarship 2014-2015

One-year Trustees' Scholarship Fall 2012, Spring 2013

Stanford University- Palo Alto, CA Summer 2011

Business & Entrepreneurship Conference

- Conducted and analyzed different business processes
- Wrote award-winning operations section for a business plan
- Met with top executives from many Silicon Valley Companies

Community Service

RAFT (Research Area for Teachers) 2015

Kappa Sigma Fraternity- Executive Council 2013-2015

Dodge Ball Tournament Organizer—Raised \$1,200 for the Disability Resource Center 2013

Kappa Sigma Philanthropy Chair 2013

Fisher House Foundation Volunteer 2012-2013

Volunteer Indoor Soccer Coach 2011-2012

Technical Skills

Adobe Photoshop

Website design and creation

Microsoft Office Suite

Basic programming (HTML)

(Excel, PowerPoint, Word, Access)

Mac OS X, Window