**Will Warhawk\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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**Summary of Skills & Qualifications**\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* Extensive experience with software and coding languages including Java, SQL, Microsoft Word, Microsoft Excel, Microsoft PowerPoint, and Outlook.
* Excellent public speaking, communication, and interpersonal skills.
* Comprehensive background in marketing and business (have written four separate business plans, two of which were entered in the State DECA Competition and won).

**Academics & Accomplishments \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** University of Wisconsin-Whitewater May 2024

* Major: Integrated Science-Business
* Minor: Mathematics
* Associate of Arts and Sciences earned at UW-Whitewater at Rock County in May 2022
* Awards: Chancellor Scholar, Dean’s List, Academic Excellence
* GPA: 3.8/4.0

**Organizational, Supervisory, Analytical & Customer Relations Experience\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

| April 2023-September 2023  May 2022-September 2022 | Plasma Center Technician, BioLife Plasma Services   * Screened donors and recorded vital signs prior to donating plasma * Put up and took down plasmapheresis sets * Removed needles from donors and wrapped donation sites   Pool Server, Willie Warhawk Club   * Took orders from guests at the pool area in an efficient and friendly manner * Maintained a clean and organized pool area * Answered guest questions about the menu and pool rules |
| --- | --- |
| March 2021-October 2021 | Actuarial Intern, Betty Warhawk Insurance   * Entrusted to oversee the loss ratio, growth and profit of assigned state(s), channel(s), and/or segments of business * Developed rate revision proposals and evaluated potential rate dislocation across numerous segments of the current book of business * Suggested and implemented changes to programs to maximize both growth and profit |

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**Volunteer and Organization Activities**\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

| October 2022-Present  March 2021-Present | Member, American Marketing Association   * Attend weekly meetings * Participate in workshops covering various skills and platforms such as Google Ads and Canva   Chief Marketing and Experience Officer, Cards for a Cause   * Formulate social media posts * Receive, record, and ship donated cards * Arrange organization fundraisers |
| --- | --- |