

Brian Rosen

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EDUCATION

University of Miami

Coral Gables, Florida

Bachelor of Science in Business Administration in Finance and Marketing

Expected 2020

- **GPA:** 3.96/4.0
- **Honors:** Foote Fellow Honors Program (top 4% of School of Business Administration), President's Honor Roll, Finalist: Freshman Cultural Competence Competition, 2nd Place: 2017 University of Miami Ethics Bowl, 2nd Place: 2017 International Business Ethics Case Competition in Santa Monica, CA, Presidential Scholarship, Hurricane Scholarship, Bermont-Carlin Scholar
- **Research:** 1st Place, Innovation: University of Miami Honors Research Symposium: FIFA Corruption
- **Relevant Coursework:** Macroeconomics, Business Technology & Innovation, Financial/Managerial Accounting, Applied Probability & Statistics, Statistical Methods and Quality Control, Business Analytics

WORK & LEADERSHIP EXPERIENCE

Miami HEAT

Miami, Florida

Intern, Premium Client Services

March 2018 - Present

- Responsible for 25 premium service part-time staff members, resolving all crises arising throughout the arena
- Assist premium client managers in ensuring quality client experience, in an effort to generate renewals and future corporate partnerships
- Engage clients in discussion regarding overall experience, learning about various industries to develop professional and personal connection to aid purchasing/renewal decision process

SponsorUnited

Miami, Florida

Sponsorship Intern

September 2017 – January 2018

- Research detailed sponsorship and marketing activity for Miami-based organizations and corporations, developing insights and suggestions for future sponsorship and ROI-generating opportunities
- Contribute to granular database of sponsorship contracts involving over 50,000 companies nationwide to streamline the transparency and availability of sponsorship data for company sponsors and sports properties

Major League Baseball/Miami Marlins

Miami, Florida

Intern, MLB All-Star Week Volunteer Coordinator

May 2017 – July 2017

- Served as direct liaison between over 1500 volunteers and Major League Baseball, facilitating the registration process and communication of relevant information
- Planned and executed training sessions and events for volunteers and employees leading up to and during MLB All-Star week, including MLB All-Star FanFest and pre-game ceremony rehearsals, with over 100,000 fans in attendance
- Coordinated with various departments involved in marketing and organizing All-Star week, maximizing synergies to ensure success of planned events

Miami Hurricanes Baseball

Coral Gables, Florida

Intern, Assistant to Director of Baseball Operations

January 2017 – May 2017

University of Miami Admissions Office

Coral Gables, Florida

Student Recruiter

January 2017 – Present

- Selected as lone freshman to represent university population to speak to prospective admitted students, periodically presenting to more than 100 people
- Persuade prospective students to attend the University by elaborating on unique personal experiences while conveying the University's message

SKILLS, ACTIVITIES & INTERESTS

Languages: Conversational Proficiency in Spanish

Technical Skills: Microsoft Dynamics, Python, Microsoft Office, Bloomberg Market Concepts Certification

Activities: TAMID (Research Analyst), 'Canes Investing Association, Ethics Society (Co-Debate Chair), Salsa Club, Scuba Club, Delta Sigma Pi, DXAgency Externship

Interests: Skydiving, Business Ethics, Latin Dance, Personal Investing, Latin-American Culture, Guitar