**Leada Team**

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**SUMMARY**

**Sport Management Major** and former **Division I Athlete** seeking an **entry-point career opportunity**

* Experienced with teaching, coaching and helping athletes to perform their best
* Demonstrated skills in sales and game-day operations
* Excellent problem-solving skills with a strong orientation to providing exceptional customer service

**EDUCATION**

**Alabama A&M University (AAMU) Normal, AL**

Bachelor of Science, Sport Management May 20xx

**GPA: 3.5/4.0**

***Related Coursework*:** Advanced Sport Management • Sport Ethics • Legal Aspect of Sport • Sport Psychology Contemporary Issues in Sports • Facilities and Event Management • Promotion Management

Principles of Marketing • Principles of Finance • Computer Application in Business

**INTERNSHIP EXPERIENCE**

**Northside YMCA| Membership Representative**, Huntsville, AL May 20xx to Present

* Ensure that all members scan in with valid ID’s
* Promote membership and program enrollment to all guests
* Developed a “Bring One” campaign, which increased membership by 7% in six months
* Following proper procedures for all business transactions

**Southside YMCA | Baseball Intern***,* Atlanta, GA Jan. 20xx to May 20xx

* Taught more than 100 children ages 7-12 the fundamentals of baseball
* Prepared for game-day field operations to ensure smooth execution
* Structured practice activities to strengthen students’ skills and preparation for game-day competition
* Ensured that equipment was fully operational; tracked inventory to minimize loss
* Communicated with players, parents and coaches to ensure that everyone was on the same page

**Westside YMCA | Member Service Representative**, Madison, AL May 20xx to Feb. 20xx

* Scanned-in and assisted members and guests with tennis court reservations to account for facility usage
* Administered equipment rental process; inspected and sanitized returned equipment for all customers
* Stayed updated on YMCA programs in order to accurately promote events and answer questions
* Developed a process to keep up with guests; membership conversion increased by 4% in one month

**ATHLETIC EXPERIENCE**

**AAMU Division I Tennis Team Jan. 20xx – Present**

* Commit 20+ hours/week to practice weight, drills, meetings, study hall, travel time and games
* Demonstrate competitiveness, resilience and effective time management skills while balancing athletics and academics
* Work with team members to improve individual and team performance

**Leadership and Community Service:**

Treasurer, AAMU Sport Management & P.E. Club Aug. 20xx to Present

Volunteer, Special Olympics Summer, 20xx, 20xx