

Annika Schultze

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EDUCATION	University of Colorado Boulder, Leeds School of Business May 2023 Bachelor of Science in Business Administration with a dual emphasis in Finance and Marketing, Minor in Creative Technology and Design University Honors: Dean's Leadership Fellows Program 2019-present Relevant Courses: Statistical and Financial Analysis, Principles of Macroeconomics and Microeconomics, Marketing Research and Analytics, Corporate Finance, Investment and Portfolio Management, Corporate Financial Reporting
SKILLS SUMMARY	Technical Skills <ul style="list-style-type: none">• Built knowledge in Microsoft Office Suite specifically PowerPoint, Excel, and Word: Extensive experience utilizing Excel and comfortability analyzing data from different sources specifically in marketing research and analysis as well as financial reporting. Extensive experience creating presentations and documents in Word and PowerPoint• Proficient in Adobe Creative Suite, specifically Photoshop• Extensive experience in volunteer work with non-profit organizations: Expertise and experience specifically in planning events and coordinating fund-raising as well as face-to-face experience
PROJECTS	First Year Global Experience Consulting Project, Paris, France (Remote) January 2020 – April 2020 <ul style="list-style-type: none">• Drove a consulting project with Monibrand, a company based in Paris, France, focusing on brand privacy and protection to allocate ideas on how to develop Monibrand in a global marketplace. Alongside my team, I completed in depth research and analysis of Monibrand and relevant industries to provide feasible recommendations on how to expand the company internationally.
EXPERIENCE	Schultze Asset Management, Rye Brook, NY Summer 2021 Marketing and Finance Intern <ul style="list-style-type: none">• Developed master lists of 13,000 potential clients in major cities across the United States for marketing outreach alongside the Managing Director and Head of Business Development• Aided in the introduction and development of Salesforce as a database for the firm to begin utilizing immediately• Studied the Puerto Rican debt crisis, specifically how the amount of debt was accumulated, the allocation of the debt stack, Puerto Rican demographics, and the debt restructuring plan that is currently being implemented in Puerto Rico• Utilized research to create and present a final report of findings about the Puerto Rican debt crisis, giving recommendations of how the firm should proceed, given their specific business in Puerto Rico• Participated in weekly meetings, presentations, and client outreach calls for the future development of Schultze Asset Management Finish Line, Denver, CO May 2019 – August 2020 Store Associate (Seasonal) <ul style="list-style-type: none">• Assisted an average of 50 customers daily in selecting items as well as making recommendations based on extensive knowledge and research about types of shoes• Achieved an average of 110% of daily sales goals for each month working and generated an average of \$3k in revenue per day• Created positive customer service experiences each day, satisfying customers and giving proper recommendations by listening to specific needs customers were looking to satisfy
ACTIVITIES	Leeds School of Business - Deans Leadership Fellows Program August 2019 –present <ul style="list-style-type: none">• Selected among a group of 50 top scholars entering the Leeds School of Business to enhance leadership development• Fosters community, skill development, and design thinking principles to support student growth as leaders and complex problem solvers Delta Gamma Fraternity August 2019 – present Member, Director of Philanthropy <ul style="list-style-type: none">• Inducted alongside other members to deliver effective volunteer work, events, and inspire academic excellence• Drove the organization's Spring Philanthropy Event to raise \$7,000 for Service for Sight, an organization which supports those with visual impairments

