**Daniel R. Silvers**

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**International Business Graduate**

New graduate with broad range of business, leadership and research experience pursuing entry-level consulting position, preferably with international scope.

**Summary of Qualifications**

* Bachelor’s degree in International Relations with additional coursework in business management
* Experience as intern with financial services company
* Extensive international problem solving and relationship-building experience as study abroad student and international tour leader
* Market research, analysis and presentation skills
* Entrepreneurial business development and project management experience

**EDUCATION**

**Boston University, Boston, MA**  2014

Bachelor of Arts, International Relations

GPA: 3.7/4.0

Sigma Alpha Lambda, National Leadership and Honors Organization

**Boston University’s London Internship Programme** 1/13—4/13

Studied and worked in London, England.

Gained a full semester worth of class credits, including a 7-week professional internship

**Relevant Coursework:**

**Business Management:** Seminar in International Management, European Business Environment: Institutions and Enterprises, International Management Environment

**Economics:** Intro to Microeconomics, Intro to Macroeconomics, Intermediate Microeconomics, Political Economy of the Middle East, European Capital Markets, Globalization of Advanced Capitalist Nations

**International Relations:** Intro to International Relations, History of International Relations, 1900-1945, Political Geography, Politics and Society of N. Africa and the Middle East, European Diplomatic History

**EXPERIENCE**

**Israel Summer Tour Counselor,** Young Judaea 6/13-8/13

Jerusalem, Israel

Responsible for any and all logistics and programming for a 5-week summer tour throughout the state of Israel. Main staffing components including informal education, touring historical sites and explaining significance, arranging activities with outside suppliers of experiential and recreational natures, and coordinating accommodations and meals throughout the entire country. Staff to participant ration of 1:8. Paramount responsibilities for the health, safety, and security of each teenager throughout the 5-week tour.

Specific roles filled included:

* Currency management, exchange, and budgeting for each of 30 participants

**Daniel Silver, Page 2**

* Accompany/Translation during visits to medical facilities.
* Coordinator and Team Captain for a two-day athletic/educational competition involving all staff and participants of Young Judaea and their British Sister Movement, FZY (over 1000 people).

**Student Intern,** Sprint-Walker 2/13-4/13

London, England

Solo Intern for management consulting firm that provides financial management to small and medium sized business (5 to 20 million pounds annual turnover) through the provision of a Financial Director and Financial Controller team.

Responsibilities included:

* Shadow CEO and Associates and participate in client meetings.
* Conduct market research and analysis for both the company and a number of their client companies.
* Contribute to new Marketing Plan Launch planned for May 2013.
* Organize guest list for a large Seminar through the Institute of Directors (sponsored by company).
* Develop and present competitor research analysis at the quarterly Board Meeting.

**Independent Contractor/Regional Manager,** MAXCO Development, Inc. 5/12-8/12

DBA / University Painters, Newton, MA

P&L responsibility for developing new business and managing painting operations to ensure customer satisfaction, profitability, and compliance with corporate procedures. Responsibilities included market development, sales generation through cold calling, and contract negotiations with customers and painting crews, and managed day-to-day operations for a diverse mix of residential painting projects.

* Achieved $85K in sales over 4-month season as rookie sales leader for multiple weeks. Earned full bonus and awarded spot on company cruises. Offered promotion to manage multiple independent contractors.

**Overnight Camp Counselor,** Goldman Union Camp Institute, Zionsville, IL 6/10-8/10

* Supervised a cabin of 18 pre-teenage boys, day and night for eight-week summer camp.
* Organized and implemented educational and social programs for both the cabin and the age-based unit, consisting of 75 pre-teenage boys and girls.
* Educated the children on the Jewish religion, along with other cultural activities and skills in swimming, arts and crafts, music, and sports.
* Inspired the children to lead a successful happy life and practice their faith.
* Effectively served as both an authority figure and role model for the children.

**Sales Associate,** Barnes & Noble Booksellers, Inc., Carmel, IN 9/08-5/09

* Performed duties of general sales and cashiering
* Assisted customers in finding sections of bookstore and the general layout
* Using the “Noble Find” database, performed searches of authors, titles and categories upon request
* Handled clean up duties and other end-of-shift tasks