

# MITCHELL O'BRIEN

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## EDUCATION

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**BETHEL UNIVERISTY — Arden Hills, MN**

**May 2021**

**GPA 3.3**

Major: Business with emphases in: **Finance, Entrepreneurship, Human Resource Management**

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## EXPERIENCE

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**CRYSTAL DISTRIBUTION INC. (CDI) — Elk River, MN**

Crystal Distribution is a privately held manufacturer of custom curbs in the heating and air conditioning industry (HVAC).

**Inside Sales Representative**

May 2019 to Present

Hired to work with customers on pricing, customer care and new orders.

- ◆ Worked through estimation process to provide customer quotes.
- ◆ Supported the outside sales team by fielding calls for the team.
- ◆ Collaborated with internal departments on most of the estimation process so I am able to achieve sales results.
- ◆ Strategically pulled data to present a solution for our struggling sales revenues. Through looking at different geographical trends of sales and finding correlating factors of why that area is doing well.

**STATE FARM INSURANCE— Arden Hills, MN**

State Farm Insurance sells various insurances to individuals (B2C)

**Business Development Intern**

May 2018 - February 2019

Hired to bring in potential customers to help them grow their business

- ◆ Achieved top intern position in new business appointments through cold calling seventy individuals on average.
  - ◆ Helped prospects understand their insurance needs based on their lifestyle.
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## LEADERSHIP & CAMPUS INVOLVEMENT

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**Bethel Business and Economics Association (BBEA):**

- ◆ Working as the COO
- ◆ Help increase membership in the association
- ◆ Responsible for making budgetary decisions
- ◆ Plan and execute events that are of value to students in order for them to network with professionals

**Royal investment Fund (RIF): (2 Million in AUM)**

- ◆ Work as Analyst to research best valued stocks to add to the fund
- ◆ Summarize findings through comprehensive reporting each semester on company of choice

**Bethel Mentorship Program**

**Club Hockey**

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## CORE VALUES

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- Integrity
- Selflessness
- Transparency
- Strategic
- Discipline
- Purpose