



OLIVIER WILLIAMS

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Summary

Team-oriented professional well-versed in applying market-based solutions to projects that encourage global sustainability. Seeking an opportunity to apply my interdisciplinary skillset towards innovative initiatives.

Skills

- Collaborative leadership
- Contract negotiation expertise
- Complex project negotiations
- Well-versed in contract law
- Statistic analysis expertise
- Market intelligence
- Integrated marketing and sales strategies with business development and operational leadership plans.
- Generating and implementing business strategies to increase revenue while executing operational base development.
- Data management
- Creating data governance plans
- Conducting SWOT analyses
- Team management
- Planning and coordination
- Content management expertise
- Consultative and relationship selling
- Interdisciplinary skillset
- Active listening
- Spearheaded initiatives to keep business sustainable, agile and scalable during industry changes.
- Creating quarterly marketing plans

Experience

Emory Law Student Bar Association |
Atlanta, Georgia
Vice President of Student Affairs
10/2021 - 05/2022

- Strategized and implemented methods for streamlining processes, controlling costs and modernizing operations.
- Planned, coordinated and executed special events for the Law School.
- Initiated negotiations with vendors and subcontractors to meet event budget.
- Organized resources for events with up to 600 attendees and \$85k budgets.
- Developed methods to use data to determine and respond to student needs.
- Promoted diversity, inclusion and equity to create environment of shared governance.
- Directed, coordinated and evaluated activities of support staff within academic institutions, departments and alumni organizations.
- Improved individual departments by working closely with faculty to

MyTethys | Atlanta, GA
Public Relations Specialist
Apprenticeship
11/2019 - 10/2021

The following constitute the duties and responsibilities associated with my apprenticeship working for a Managing Director at a top consulting firm through the MyTethys platform:

- Conducting SWOT Analyses on companies the client is interested in working with.
- Adhering to deliverable deadlines.
- Identifying a narrative voice that captures the interests of high-level executives on social media platforms such as LinkedIn.
- Managing all media, press, and public relations issues.
- Creating an NYSE Market Watchlist of the corporations said Managing Director is working with and relaying a comprehensive update on the possible indicators for the state of the stock share prices.
- Creating executive summaries
- Creating marketing materials for the start-up company

Enactus, USA | Atlanta, GA
President (University of North Georgia)
08/2017 - 08/2019

- Helping local businesses make their operations more scalable through speed to market strategies.
- Taking products from inception and transforming them into actual purchasable goods.
- Utilizing the United Nations Sustainable Development goals to create projects that promote global sustainability.
- Applying market-based solutions to projects that encourage sustainability.
- Winning \$3,000 for the Unilever Bright Future Project Accelerator.
- Hosting Professional Development, LinkedIn, and Financial Literacy workshops for the student body and citizens of Dangriga, Belize.

Education and Training

Emory University School of Law | Atlanta, Ga

Juris Masters

Graduated May 2022

- Emory Law School Scholarship Recipient.
- Completed coursework in Contract Law, Business Associations & Structure, Contract Drafting, IP Law, Intro. to American Legal, Business Legal Research, Data Management Protection, Analysis, Research, and Communication (ARC), and Constitutional Law.

Mercer University | Macon, GA

Bachelor of Arts in Globalization And Engagement

Graduated May 2020

- Globalization and Engagement Certificate Recipient through the GLEN Program.
- Cum laude graduate
- Dean's List Honoree
- Phi Theta Kappa International Honor Society Member

University of North Georgia | Dahlonega, GA

Bachelor of Science in Criminal Justice

Program Completed May 2018

- Dean's List Honoree
- Recruited by Mercer University Staff and completed Bachelor's Program [Spring 2017]
- Presented a thesis on the socioeconomic impacts of the opioid epidemic in Georgia at the 74th Annual Society of Criminology Conference [2018]
- Presiding over the UNG Enactus team while sustaining 4.0 GPA

Accomplishments

- Recipient of the Diamond Enactus Service Leadership Award [1,000+ hours of service with the Enactus organization]
- Creating a Green Irrigation project that allowed our UNG Enactus team to win \$3,000 from the Unilever Bright Future Project Accelerator in 2017
- Placing 3rd in the Enactus National Exposition [48 out of 444 teams]