

Spencer Susino

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EDUCATION

- Stillman School of Business, Seton Hall University**, South Orange, NJ August 2017 – May 2021
- Bachelor of Science in Business Administration, Concentrations in Accounting and Finance
 - Expected 150 credit hours completed: May 2021
 - GPA: 3.5 on a 4.0 grade scale

WORK EXPERIENCE

- New York Life Insurance Company, New York City, NY**
Intern Sales Agent (Licensed in Life and Health Insurance for the state of New York) June 2020 – Present
- Determined client specific needs and financial situations through fact finding appointments.
 - Handled field underwriting, deliverance of policies, planned for future check-in with clients and evaluated future needs.
 - Attend meetings, courses, and training to learn about the products and services offered to consumers.
 - Utilized internal services to manage client accounts, answer client questions, and provide check-ins and follow-ups.

- Riddle & Bloom**, South Orange, NJ July 2018 – Present
Amazon Prime Student Campus Manager
- Increase awareness of Prime Student membership in accordance with its benefits to students at Seton Hall University for the 2020/21 school year through an integrated marketing approach of digital, experimental and peer-to-peer tactics.

- Nordstrom**, Freehold, NJ July 2018 – August 2019
Customer Service
- Evaluate customer interests and previous experiences to resolve complaints and drive future sales.
 - Assist customers with their purchases, exchanges and returns.

LEADERSHIP

- Alpha Kappa Psi**, Seton Hall University, South Orange, NJ
Brother April 2018 – Present
Vice President of Administration December 2019 - Present
- Professional Co-ed Business Fraternity
 - Focus on ethical leadership, project management and professional development.
 - Initiated service opportunities on campus and in the surrounding community, completing over 100 hours of community service per semester
 - Assisted in directing aspects of Chapter Operations, from programming to compliance with university regulations

- Phi Gamma Delta**, Seton Hall University February 2020 – Present
Founding Father
- Founded a chapter of 60 undergraduate students
 - Wrote and enforced the Bylaws and Judicial process for our chapter

- Student Government Association**, Seton Hall University
Finance Committee & Diversity and Inclusion Committee September 2017 – May 2020
Presidential Cabinet Member October 2018 – May 2020
- Create budget allocations for funding events and clubs on campus while adhering to university policies
 - Discuss, brainstorm and strategize solutions to Seton Hall University's most pressing student issues
 - Prepare presentations for weekly meetings, discourse and discuss upcoming events

- Student Managed Investment Fund**, Seton Hall University September 2018 – December 2019
Portfolio Manager
- Evaluate current portfolio and potential new investments to optimize positions in portfolio
 - Pitch new investment opportunities and balance portfolio holdings
 - Utilize tools such as Bloomberg Terminal for research and analysis. Certificate in Bloomberg Market Concepts

ACTIVITIES

- Rally Caps Volunteering
- South Asian Student Association
- Stillman Student Mentor
- Student Activities Board
- Accounting Club
- Gen 1 Student Club