

Hannah Lerner-Morelle

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EDUCATION

University at Buffalo , The State University of New York	Buffalo, NY
Bachelor of Science in Business Administration - Concentration in Finance	Expected June 2026
School Of Management Honors Program Student	
Monroe Community College , The State University of New York	Brighton, NY
Associates in Applied Science in Business Administration	December 2024
GPA 3.7/4.0 Consecutive Semesters Dean's List	

RELEVANT WORK EXPERIENCE

Camp Stella Maris	Livonia, NY
<i>Assistant Marketing Director</i>	June 2024 - August 2024
- Managed camp store budget and operations, including supervising 3 groups of 6 LITS (Leaders in Training) - Assisted in developing and executing cost-efficient marketing strategies, improving resource use by 15% - Developed social media strategies, increasing engagement by 20% while optimizing budget allocation by 10%	
YMCA of Greater Rochester	Rochester, NY
<i>Member Service Representative</i>	August 2023 - Present
- Maintained accounts for 183,000+ members, ensuring accurate daily processing of 500+ transactions - Delivered excellent customer service by promptly assisting, responding to, and resolving customer inquiries - Resolved 50+ customer inquiries daily, ensuring accurate, timely responses and compliance with financial policies	
<i>Aquatics Coordinator</i>	December 2021 - August 2023
- Analyzed aquatics data, identifying an increase of 50 participants and improving resource allocation - Trained and supervised 75 lifeguards in water rescue, ensuring operational efficiency and safety compliance - Organized and led 140 CPR/First Aid/Lifeguard classes, improving staff readiness and optimizing facility scheduling	
<i>Lifeguard</i>	May 2019 - December 2021
- Administered first aid and CPR during critical situations, ensuring rapid response and adherence to safety protocols - Monitored aquatic activities, reducing incidents by 25% and consistently surpassing peers in safety management - Conducted daily inspections, identifying and resolving 10+ hazards weekly, ensuring safety and compliance	

SKILLS

General Skills: MS Office, Google Workspace, Zoom, Canva, Instagram, LinkedIn, Photography, Digital Marketing
Data & Finance Tools: Excel advanced skills (Pivot Tables, VLOOKUP, data analysis), Stata, Microsoft Access
Interests: Stock Market Analysis, Housing Market Trends, Personal Finance and Investment Strategies, Corporate Strategy
Certificates: American Red Cross Lifeguarding Instructor, CPR/AED for Professionals, Oxygen Administration

EXTRACURRICULAR EXPERIENCE

Joe Morelle Campaign	Rochester, NY
<i>Campaign Volunteer</i>	June 2018 - Present
- Engaged community members to communicate the candidate's platform and key issues, increasing insight and support - Conducted phone banking and door-to-door canvassing to boost voter turnout and strengthen community engagement - Worked with team to create promotional materials and coordinate event schedules, ensuring smooth execution	
Delta Sigma Pi	Buffalo, NY
<i>Brother and Pledge Class President</i>	November 2024 - Present
- Led a team of 25 other pledges by building team relationships and promoting the fraternity's core values - Acted as the primary contact person between the pledge class and the fraternity leadership, effectively addressing concerns and ensuring smooth communication between both parties - Coordinated team-building exercises and social events, strengthening relationships and enhancing pledge class unity	