

Sean M. Shapiro

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EDUCATION

Bachelor of Science in Business Administration- Business Geography

Expected Graduation: May 2010
Minors in Entrepreneurship and Real Estate
University of Florida, Gainesville, FL

WORK EXPERIENCE

Server, JB's Blue Water Grill May 2007-Present
Coconut Creek, FL

- Took orders, served food, cleared tables, made salads, and prepared desserts.
- Served customers and worked with other staff in professional manner
- Helped management implement efficiency strategies in front of house operations

Outside Sales Associate, SheafferOneSource May-August 2007
Plantation, Florida

- Interned for first month and was offered a full-time paying position in \$3 million/year revenue company
- Made appointments with local companies and conducted cold calls to expand current market share in excess of 30%
- Directed and advised repeat customers on re-buys and future orders of supplies

Recreation Leader, City of Coconut Creek April-August 2006

- Co-directed Youth Summer Basketball League (YSBL) with over 100 participants ranging from ages 6-18
- Volunteered for over 500 hours and was offered full-time coordinator position after successful league operation

ACTIVITIES

Secretary, UF Real Estate Society Spring 2009-Present

- Assisted in organizing speakers and events for UF's only undergraduate real estate society
- Maintained notes and mailing list with up to date club activities

Personal Investor September 2004-Present

- Started personal portfolio with \$550 and have seen a return of over 500% to date
- Mainly trade stocks with some experience with naked calls and puts
- Began to manage my parents' retirement accounts with a total asset value of over \$75,000
- Both portfolios have outperformed major indices under my management

Treasurer, UF Skeet and Trap Club January-August 2007

- Worked with other board members to collect and distribute funds from skeet organizations to over 50 members of our club
- Average revenue per trap shooting tournament was in excess of \$15,000

AWARDS & HONORS

Appraisal Institute Educational Trust Scholar August 2009
Associate of the Month, SheafferOneSource July 2007
Theta Delta Trust Fund Scholar August 2007
Coconut Creek volunteer of the month August 2006