

Collin P. Mings

Mingo@ufl.edu

QUALIFICATIONS

- Significant experience building strong teams
 - Adept at planning and forecasting
 - Outstanding training, leadership, and communication skills
 - History of improving profitability
 - Able to multi-task effectively
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PROFESSIONAL EXPERIENCE

University of Florida Investment Corporation, Gainesville, FL 2007 – current

Analyst

- Directly involved in investment manager selection for \$1.3 billion endowment
- Assisted in both qualitative and quantitative investment manager due diligence across all asset classes
- Assisted in database administration and performance reporting
- Earned Bloomberg Product Certification in Equity and Fixed Income

Sears Holdings Corporation, Gainesville, FL

Assistant Store Manager – Home Improvement 2006 – 2007

- Developed a sales force that produced over five million dollars in annual Home Improvement sales
- Coached and developed 25-35 associates, including an hourly supervisor
- Increased team's ranking from 7th in the district to 2nd, in credit acquisition in first three months
- Increased team's ranking from 7th in the district to 1st, in service contract acquisition in first three months
- Responsible for merchandising and presentation in the tool, lawn and garden, and sporting goods departments
- Selected as a "Rising Star" based on my history of effectively developing associates and increasing profitability

Central Aisle Cashiering Lead/Customer Service Manager 2005 – 2006

- Recruited and coached 20-25 individuals to perform at the highest level in the Tampa District
- Ranked 1st, out of 106 stores, in Southeast Region in credit acquisition at the end of 2005
- Increased team's ranking from 4th in the district to 1st, in customer service scores
- Introduced new programs involving associate recognition
- Developed and implemented cost reduction plans, saving \$1,500 in annual store utility costs

Consultative Sales Associate – Home Appliances 2004 – 2005

- Generated over \$85,000 in sales for the Home Appliances department in first three months

Sears Holdings Corporation, Oviedo, FL

Central Aisle Cashiering Lead/Customer Service Manager 2004

- The store achieved a 1st place ranking on the Balanced Scorecard among all Full-Line Sears stores
- The cashier team in Oviedo was ranked number 1st in the district of 15 stores, in credit acquisition
- Increased the team's ranking from 8th to 1st in the district, in customer service scores
- Supervised and scheduled job assignments for the cashier team

Central Aisle Cashier 2003

- Performed at the highest level in credit card acquisition, in the entire store, with an acquisition rate consistently above 15% (standard was 3%)

EDUCATION

Master of Science in Finance Expected May 2008

Warrington College of Business - University of Florida

Bachelor of Science in Finance Expected December 2007

Warrington College of Business - University of Florida

GPA: 3.86/4.00

Associate of Arts May 2007

Honors Program - University of Florida (Magna Cum Laude)