

KHRISTIAN JOSÉ GUTIERREZ

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EDUCATION

Master of Science in Finance		May 2010
Hough Graduate Program in Finance, University of Florida	GPA: 3.88/4.00	
Bachelor of Science in Business Administration		December 2009
Warrington College of Business Administration, University of Florida	GPA: 3.83/4.00	
Major: Finance		

EMPLOYMENT

Siemens Industry, Inc., Atlanta, GA	2009
Power Conversion Division – Drives Technologies, Finance Intern	
<ul style="list-style-type: none">Discovered substantial discrepancies within backlog reporting in SAP and provided recommendations moving forwardAssisted with the month-close process to include: non-financial data, cost center controlling and analysis, monthly rolling forecast, and quarterly fluctuations for external auditorsControlled recurrent bookings and sales data reporting through creation of daily comparison and analysis toolStreamlined Key Performance Indicator reporting for business unit through overhauling of data collection management	
Northwestern Mutual Financial Network, Jacksonville, FL	2008
Financial Representative	
<ul style="list-style-type: none">Evaluated the risk management, wealth accumulation, and retirement portfolios of prospective individuals and business clients in order to provide appropriate monetary recommendationsAdministered insurance products and investment services to meet client needs discovered through intricate personal needs analysisBuilt client book through favorable introductions, cold calling, and networking organizations	
Group Interactive Solutions, Gainesville, FL	2007 – 2008
Account Executive	
<ul style="list-style-type: none">Analyzed the forthcoming Information Technology markets in surrounding cities to target groups in need of internal communications servicesMet with varying clientele groups, ranging from scholastic organizations to small businesses, in order to provide innovative solutions to their communications concerns	
CIT Group, Jacksonville, FL	2007
Office Products and Technology Finance Group, Vendor Account Specialist Intern	
<ul style="list-style-type: none">Directed transaction flow from application to funding on the Office Products originations platform providing leasing services to hardware vendors covering the Western United StatesCoordinated special pricing requests and large bid responses for transactions exceeding \$250KContributed to the overall success of an annual origination budget of over \$100M by working closely with various support departments to facilitate business to include credit, legal, and financeRotated with cross-functional support departments to acquire additional knowledge of the entire lease process to include marketing, contract management, vendor funding, customer service and asset management	

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

Florida Leadership Academy, University of Florida	2007 – Present
Graduate/Peer Mentor/Advisory Board	
<ul style="list-style-type: none">Selected as one of the top 100 rising sophomores within the business school based on academics, and community involvementAssembled weekly to discuss and incorporate the three pillars of leadership excellence including: Communication, Negotiation, and Mediation; Ethical decision making; and Civic engagement and Global Leadership	
Alpha Kappa Psi – International Professional Business Fraternity, University of Florida	2006 – Present
Vice President of Professional Activities, Effective Communications Chair, Marketing Director	
<ul style="list-style-type: none">Spearheaded the creation and development of Brotherhood Development Chair in order to provide continuous outlets of professional advancement and education for the brotherhoodPersonally recruited various firms for the highly respected Career Kickoff event at the University of FloridaDrafted press releases published through various media, and sent to the entire undergraduate student body within WCBA	
Warrington Diplomats, University of Florida	2008 – 2009
<ul style="list-style-type: none">Served as an official ambassador to the Warrington College of Business AdministrationPlanned, organized, and implemented student functions offered by Warrington Professional Development ProgramsChosen as one of 20 to serve as a Peer Mentor for Class V students	

HONORS AND AWARDS

<ul style="list-style-type: none">President's Honor Roll and Deans List, University of FloridaLake Weir High School Valedictorian of a graduating class of 334 students	2006 – 2008 2006
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SKILLS

- Proficient in communicative and written Spanish