

Paolo Emilio Centoni

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EXECUTIVE SUMMARY

Results-driven business administration student at the University of Central Florida, specializing in Integrated Business. Proven problem-solving skills with a focus on teamwork and performance optimization. Actively advancing management skills through the Integrated Business program. Taking interest in the world of sales and applying sales method to achieve great results in the world of business.

EDUCATION

University of Central Florida, Orlando, FL **Aug 2022**
Bachelor of Science in Business Administration, Integrated Business
Minor in Professional Selling Program
Cumulative GPA: 3.754
Expected Graduation: Fall 2024

RELEVANT COURSEWORK

Fall 2019-Present

- Business Finance
- Computer Fundamentals for Business
- Management of Organizations
- Accounting for Decision-Makers
- Legal and Ethical Environment of Business
- Marketing
- Principles of Financial Accounting
- Principles of Managerial Accounting

ACADEMIC PROJECTS

Managerial Finance **Spring 2022**
Financial Strategy

- Analyzed marketing assets of major companies, optimizing net income.
- Evaluated and improved company turnover efficiency.
- Utilized infographics and financial data for efficiency assessment.

VOLUNTEER EXPERIENCE

- Lake Mary High School concession and event host **Fall 2017**

HONORS

- Dean's list for sophomore year both fall and spring term **Fall 2020-Spring 2022**
- President's list for freshman year of college both fall and spring term **Fall 2020-Spring 2021**
- Member of Phi Beta Kappa

Sales-Related Skills

- Effective Communication
- Negotiation and Persuasion
- Sales Strategy Development
- Team Collaboration
- Presentations Skills
- Marketing Research and Analysis

Additional Information

Languages: Fluent in Italian and English. Italian native language

Certified Drone Pilot: Certified drone pilot with 3 years of experience. Completed 4 documentaries.

Computer Skill: Proficient in Microsoft Office.