

## Juan Diego Garcia

786-682-0011 | juandigarcia2002@gmail.com | Fort Lauderdale, FL 33351 | linkedin.com/in/juandgarciap

### Education

#### The University of Florida, Warrington College of Business

May 2024

*Bachelor of Arts in Business Administration*

*Specialization: International Development & Humanitarian Assistance*

*Cumulative GPA: 3.5/4*

*Minors: International Development & Humanitarian Assistance and Economics*

Relevant Courses: Financial and Managerial Accounting, Business Finance, International Development Policy and Business Law

Honors & Awards: Dean's List '22-'24, Douglas Turner Grant recipient, and Merit Scholarship recipient

### Professional Experience

#### City Furniture

May 2024 - Present

Sales Manager

- Handle high-value transactions and maintain strong client relationships to ensure repeat business and long-term loyalty
- Train, mentor, and manage sales associates, fostering a customer-focused and results-driven environment
- Utilize data-driven insights to monitor performance, forecast trends, and identify key opportunities for optimization
- Focus on achieving key performance indicators as well as follow standard operating procedures to ensure success

#### State Farm

May 2023 - August 2023

Marketing and Community Events Coordinator Intern

- Managed budget allocation for networking, team development, and training events
- Administered hundreds of dollars in payments either over the phone or in person
- Supervised and verified customer's financial information as well as their forms
- Scheduled appointments with the team furthering my communication skills
- Coordinated event planning, marketing strategies, and merchandise for distribution and agency events in the community

#### RangeWater Real Estate

August 2022 - December 2022

Marketing Director/Leasing Head

- Created marketing campaigns and networked with industry professionals to spread awareness of the new construction
- Organized and carried out events at the office
- Grew and managed their social media pages by over 200%
- Communicated and met with prospects and set up leases for them
- Arranged virtual and in person tours of the townhomes helping achieve full occupancy

#### The Griffin

August 2021 - December 2021

Leasing Agent

- Marketed in various locations to promote the business
- Led events that were promoted in the office
- Ensured people are educated on all the different apartment options
- Developed communication skills by speaking to various customers and delivering increased customer satisfaction
- Increased public speaking skills by hosting office tours to showcase the product

### Leadership & Development

#### First Generation Leadership Program, Mentor

(2020-Present)

- Progressed my problem solving skills by encouraging students to embrace new experiences and challenges as opportunities to enhance their futures
- Equipping first generation students at the University of Florida with the skills necessary to become effective leaders by providing them with a mentorship, networking opportunities, and access to real-world leadership

#### UF Entrepreneurship Collective Club, Member

(2020-Present)

- Cultivated leadership skills through creative workshops, monthly socials, networking events, and diverse speakers
- Actively creates an environment where you can come with the aspirations of becoming a business owner, to developed ideas, to operational businesses

#### UF PorColombia, Recruitment Chair

(2020-Present)

- Raise awareness about international issues, focusing on socio-political events in Colombia
- Coordinate a cohort of 25 students to assist during two school-wide events every year

#### Student Investment Club, Investment Chair

(2020-2023)

- Attend meetings on a weekly basis covering capital market updates and an immersive investment banking curriculum exploring advanced topics such as discounted cash flow, accretion/dilution, and leveraged buyouts
- Collaborated effectively with fellow associates to make informed portfolio decisions, strategically buying and selling stocks
- Enhance skills in accounting, excel, financial modeling, and valuation methodologies through continuous workshops

#### UF Podemos Club, Member

(2021-2023)

- Through bi-weekly seminars, we empower our Emerging Scholars with information regarding the various academic, professionalization, and research resources available to them at and outside UF
- Assisting in developing organizational skills needed to balance their academic and burgeoning career-related workloads

### Additional Information

Technical Skills: Proficient in Microsoft Word, PowerPoint, and Excel

Certifications: Intuit QuickBooks Certified, Bloomberg Market Concepts Certificate, NafTrack certified, Lifeguard, CPR, first aid and automated external defibrillator (AED) certifications.

Languages: Bi-lingual, fluent in English and Spanish (read, write, and speak)

Interests: Latin Cuisine, traveling, intramural soccer, horseback riding, dancing salsa and bachata