**William W. Woodard, III**

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**OBJECTIVE:** Seeking an internship to contribute to my leadership, team and management skills and course work while providing exposure to the field of business.

**EDUCATION:** **Pace University,** Lubin School of Business, Pleasantville,New York

**BBA,** **Business Management** GPA: **3.54** Expected: 5/12

**COURSES:** Human Resources Management, Training and Development, Managerial

Concepts, International Management, Organizational Behavior, Managerial

Accounting, Business Law, Principles of Macroeconomics and Microeconomics, Managerial & Organizational Concepts, Contemporary Business Practices, Environmental Management, Financial Management, Principles of Marketing,

Leadership Principles & Practice, Business Strategy, Public Speaking

**HONORS:** Pforzheimer Honors College Honors Scholarship

Pace Incentive Award Pace Grant

Annual Pace Scholars Fund Dean’s List

**SKILLS:**  MS Word, Power Point and Excel

Knowledge of Spanish

**EXPERIENCE:**  **Pace University Varsity Football,** Pleasantville NY

**Offensive Lineman and Team Leader**  8/08- Present

* 20-30 hours per week including weight training, skill development, practice, conditioning, meetings and film study
* Travel throughout the Northeast Region to out of state games 5 times per season
* Started in the last 7 games of Fall 2010 season
* Started all 10 games of the Fall 2011 season

**Showtime Cinemas,** Newburgh NY

**Staff**  6/08-Present

* Sell tickets and food at the concession stand in 10 screen theaters
* Help train new staff members
* Assist customers and guide them to appropriate theaters
* Re-stock the concession stand
* Pick up supplies for the theater as needed

**Vector Marketing Firm,** Newburgh NY

**Advanced Sales Representative** Summer 2009

* Sold Cutco’s Fine Cutlery
* Communicated the great value of Cutco to customers
* Organized my own demonstrations of Cutco
* Developed my own strategy to acquire sales
* Planned out a daily schedule of demonstrations

**Chadwick Gardens Apartment Complex,** Newburgh NY

**Assistant Maintenance** Summer 2006

* Maintained Apartments and surrounding landscape and painted property
* Replaced carpets, cabinets, and refrigerators

**ACTIVITIES**: Alpha Phi Alpha Fraternity, Inc, National Pan Hellenic Council, Students of

Caribbean Awareness, Black Student Union, Polar Plunge, Relay for Life