

## Alternative Summer Experiences

Your summer experience may take a different form than a traditional internship, but it can still be robust and an excellent selling point on your resume. Every situation is different, but here are a few examples of how to structure a non-traditional internship project(s) on your resume. Reach out to your advisor if you need help structuring your experience.

### EXPERIENCE

2018 – 2018	<b>SUMMER INTERNSHIP: INDEPENDENT CONSULTANT</b> <i>The Brookwood Community</i> <ul style="list-style-type: none"> <li>Constructed turnaround plan for \$3M retail business supporting non-profit mission</li> <li>Performed transactional level analysis on three years of data to identify ideal product mix and inventory levels</li> </ul> <i>HoldTight, Inc.</i> <ul style="list-style-type: none"> <li>Developed blueprint to facilitate market entry into multi-million dollar opportunity with U.S. Navy</li> <li>Created multi-faceted market entry strategy with recommendations for all key stakeholders</li> </ul> <i>Service Robotics and Technologies (SRT)</i> <ul style="list-style-type: none"> <li>Developed multi-level pricing strategy for hardware, software and SaaS revenue streams</li> <li>Forecasted balance sheet and income statement pro-formas for investor pitch deck</li> </ul>	HOUSTON, TX
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### EXPERIENCE

Summer 2019	<b>INDEPENDENT CONSULTANT</b> <b>THE COSMO</b> – Start-up fashion manufacturer and retailer <ul style="list-style-type: none"> <li>Developed financial model to boost profits by optimizing quantity for production and replenishment based on per-unit price, cost and speed of sales.</li> <li>Improved pricing strategy to drive revenue by adjusting timing and level of price promotion.</li> </ul> <b>CANA VI</b> – Career platform for women in Southeast Asia <ul style="list-style-type: none"> <li>Doubled account receivable turnover by enhancing sales tracking and credit collection processes.</li> <li>Assessed current practices, developed process improvements, and re-trained organization; created automated dashboard to improve control and decision-making time of managers.</li> </ul>	HO CHI MINH CITY, VIETNAM
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### EXPERIENCE

2018 – 2018	<b>Brookwood</b> <i>Non-profit retailer and restaurant</i> <b>Strategy and Operations MBA Intern</b> <ul style="list-style-type: none"> <li>Crafted data-driven and market-informed recommendations for potential new revenue streams by analyzing the return on invested capital, payoff period, and product lifecycles; presented findings to decision makers</li> <li>Performed resource allocation analysis, calculated revenue by square foot for product lines and convinced c-suite to reallocate inventory storage and floor space in order to stop “starving” high-performing product lines and increase sales</li> <li>Analyzed several years of transaction data and drew actionable conclusions by identifying underperforming SKUs and product categories, calculating profit margins and inventory turnover rates, and forecasting profit based on industry growth projections; presented recommendations to c-suite, who disposed of stagnant inventory</li> <li>Evaluated past and projected product demand to develop purchasing strategies and production schedules, accounting for product seasonality and holiday demand peaks, expected to reduce inventory carrying costs and product stock outs</li> </ul>	
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