

MICHAEL MESSLING

Analyst

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📍 Maple Valley, WA



EXPERIENCE

Strategic Pricing Intern

Chuckanut Brewery

📅 03/2019 - 06/2019 📍 Bellingham, WA

- Collected and analyzed pricing information from 20 different restaurants and breweries in the area, then generated a 10+ page report outlining market pricing for similar products
- Provided recommendations on whether my client should adjust prices to meet the market rate which led to a total of 9 items on the menu were adjusted to gain more revenue
- After 3 months, they sold 10% more of the items we lowered prices for
- Given high regards by the owner based on my ability to drive the project to completion 3 days ahead of schedule
- Weekly progress reports provided my supervisors with my ability to quickly adapt to any changes made to the end goal

Student Consultant Intern

Western Washington University SBDC

📅 01/2019 - 03/2019 📍 Bellingham, WA

- Led a 3-person consultation team that assisted a local business discover new ways to offset costs for new business activities
- Implemented a time tracking tool; accounted for strict labor budget and completed a 3-month project ahead of schedule
- Provided the client with an oral and physical report; Cut costs by 30% and generate up to \$1,500 per month in grants and passive income
- Given praise by lead consultant for my ability to convey abstract data in an understandable way for the client

Brand Ambassador

Subaru Of America

📅 03/2018 - Ongoing 📍 Washington, USA

- Received a quarterly budget of \$150 to use on promotional items to hand out at events and people I meet around town
- Boosted sales at local dealerships by volunteering at their events on behalf of Subaru
- Recognized as a high performer and given specialty promotional items to wear and distribute
- Directly influenced 20 people to test drive and 4 to purchase Subaru's this year alone

EDUCATION

B.A. Business Administration

Western Washington University

📅 2016 - 2019

Minor: Economics

Western Washington University

SKILLS

ERP Project Management

Zoho Analytics Tableau (Basic)

Microsoft Office Time Management

Team Leadership Customer Service

Detail-Oriented Web Design

Consulting

PROJECTS

Show For Charity

📅 01/2019 - 03/2019

📍 Western Washington University

🌐 <https://mmessling13.wixsite.com/messling>

Entrepreneurial endeavor that had a community focused mentality. We aimed to provide a space for students and faculty to de-stress during the day. I was the CEO and managed a team of 7 other people on this adventure.

- Raised more than \$150 for the Whatcom Humane Society
- Provided more than 20 students with de-stress time throughout the quarter
- Handled a budget of only \$120 and managed to make a profit, accounting for all aspects of operations

EXPERIENCE

Security Coordinator

SCIS Air Security

📅 06/2017 - 01/2020 📍 SeaTac, WA

- Awarded for excellent performance when searching and uncovering an item hidden by TSA auditors
 - Increased team performance and efficiency by 15% to ensure deadlines are met daily
 - Assisted in developing a new system for checking out equipment that was 2x as quick and provided better tracking throughout the day
 - Lauded by superiors for coming in when shorthanded and excellent attendance record
 - Updated search procedures to prevent future mistakes and provide easier training protocols
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Closing Manager, Cashier

Grocery Outlet

📅 04/2015 - 06/2016 📍 Maple Valley, WA

- Led and directed a team of 6-8 people during my shifts
- Recognized for my work ethic and attentiveness to detail; promoted to closing manager
- Boosted sales by 25% on select items due to different product placement and advertisements
- Lauded by my superior for taking the lead when short handed, increasing team performance significantly
- Handled all end-of-day cashflow reports and ensured cash on hand matched that of the report
- Developed management strategies at a young age and built on them through my studies