

DELANEY CLINGER

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EDUCATION

Bachelor of Science in Commerce and Business Administration, August 2017 – May 2021
The University of Alabama, Culverhouse College of Business, Tuscaloosa, AL
Major: Marketing Minor: Real Estate
GPA: 3.31/4.0

RELEVANT COURSEWORK

Personal Selling 337 (Spring 2020), **Consumer Behavior 313** (Spring 2020), **Principles of Real Estate 331** (Spring 2020), **Business Communications 300** (Fall 2019), **Marketing 300** (Fall 2019), **Origin of Theory and Behavior 300** (Fall 2019), **Statistical Data Analysis 260** (Fall 2019), **Introduction to Accounting 210** (Spring 2019), **Microcomputer Applications 102** (Fall 2017)

PROJECT WORK

Sales Pitch for PepsiCo (Personal Selling 337), Spring 2020

Class Project, The University of Alabama, Tuscaloosa, AL

- Developed a ten-minute sales pitch for Walmart to launch Pure Leaf Tea in stores
- Constructed a script with an introduction, questions, propositions and offerings
- Strengthened public speaking skills and sales ability

Business Expansion Report (Business Communications 300), Fall 2019

Class Project, The University of Alabama, Tuscaloosa, AL

- Conspired with five classmates to come up with a business plan to improve a foreign company
- Constructed a 20-page report with economic and employee growth
- Presented our business report to many instructors throughout the business department

SKILLS/CAPABILITIES/EXPERTISE

- Expert: Microsoft Office, Social Media (Facebook, Twitter, Instagram, Snapchat)

WORK EXPERIENCE

Head Lifeguard, May 2016 – August 2019

Skokie Country Club, Glencoe, IL

- Managed a local country club pool
- Prepared monthly work schedules for 21 lifeguards accommodating to individual needs
- Assigned lifeguards to teach swim lessons each week according to the child's needs
- Lead the swim team and swim meets for kids age 6 and up
- Closed the pool weeknights to ensure all members were safe and satisfied

Child Care Giver, 2013 – Present

Winnetka, IL

- Worked with children ages 3 months and up
- Cared for a child with Hemophilia and tended to all of his daily medical protocols

LEADERSHIP EXPERIENCE & ACTIVITIES

Phi Mu, Alpha Zeta Chapter, August 2017 – Present

Philanthropy Committee, University of Alabama, Tuscaloosa, AL

- Plan and fabricate philanthropy events through Phi Mu that benefit children and families in need of financial assistance for treatment (*Cookout for the Kids*, *Dming the DJs*, *BonnaMu*)
- Raised over \$45,000 that goes toward children's miracle network hospital in Birmingham
- Reach out and communicate with miracle families to invite them to our chapter's philanthropy events
- Participate in annual children hospital tours in Birmingham that inspire our members to become more involved in philanthropy

University of Alabama Dance Marathon, January 2018, 2019, 2020

Participant, University of Alabama, Tuscaloosa, AL

- "Stood Up for Cancer" and danced 13 hours at the annual campus wide UADM event
- The event raised a grand total of \$342,000.18 to go toward families effected at Children's Miracle Network Hospitals

West Alabama Food Bank Volunteer, October 2017, 2018, March 2019

Volunteer, Tuscaloosa, AL

- Packaged donated canned food to prepare for shipment

HONORS & ACTIVITIES

- *Phi Mu* Academic Excellence, Fall 2019 – Present
- *Phi Sigma Theta* National Honor Society, Spring 2019 – Present
- Culverhouse LIFT program, September 2019 – Present