**Camilo Drobny**

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**EDUCATION**

**Bachelor of Science in Commerce and Business Administration**, December 2020

The University of Alabama, Culverhouse College of Business, Tuscaloosa, AL

Major: Finance Specialization: Real Estate Minor: Spanish

GPA: 3.0/4.0

**RELEVANT COURSEWORK**

**Real Estate Appraisal (Fall 2020), Real & Personal Property (Fall 2020), Intro to Financial Markets** (Spring 2020), **Principles of Real Estate** (Spring 2020), **Real Estate Finance and Investment** (Fall 2019), **Intermediate Financial Management** (Fall 2019), **Business Communications** (Fall 2019)

**STUDY ABROAD**

**CEA/Universitat Autonoma de Barcelona,** Spring 2019

Barcelona, Spain

* My semester abroad was an experience of a lifetime where I learned a lot about myself. Being immersed in an environment that was different helped me grow as a person, improve my communication skills, and Spanish speaking skills. The structure of my courses abroad were more project and presentation based which was a change, but I was able to adapt and grow as a student. With my free time I volunteered at a local school for Arab-Muslim refugees, played pick up soccer games with locals, and traveled throughout Europe on the weekends. I traveled to thirteen cities and eight countries where I experienced many cultures and lifestyles.

**RELEVANT WORK EXPERIENCE**

**IT Sales Intern,** May 2019 – March 2020

*Meridian IT Incorporated,*Chicago, IL

* Researched and qualified leads for the sales department in order to increase company revenue.
* Enriched the company’s new sales lead database with 2,000+ prospects in support of company’s goals.
* Maintained relationships with team members from the previous summer and continued networking within the company.

**Marketing Intern,** May 2018 – December 2018

*Meridian Leasing Company,*Chicago, IL

* Reconstructed the new client on-boarding process in order to welcome new clients to the company.
* Collaborated with business development team members listening in on phone calls with prospects gaining experience on how to facilitate these phone calls.
* Updated data and became familiar with the company’s relationship management (CRM) tool SalesForce and used D&B Hoovers and updated 1,000+ accounts.

**VOLUNTEER SERVICE**

**English Teacher/Secretary Volunteer,** February 2019-May 2019

*Bayt Al-Thaqafa,* Barcelona, Spain

* Co-instructed a beginner English course to Arab-Muslim refugees and improved students writing, reading, and speaking skills.
* Advised students aged 15-35 years old with course selections for the upcoming semester.
* Completed clerical tasks for the director of the school including filing and organizing student paperwork and records.
* Translated for the school Administration from English to Spanish when language barriers were present.

**SKILLS**

Advanced Spanish, Microsoft Office Suite, Experience with SalesForce and D&B Hoovers