

# Cortney N. Turner

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## EDUCATION

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**Bachelor of Science in Commerce and Business Administration**, December 2021

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

Major: Marketing      Minor: Real Estate

GPA: 4.0/4.0      Major GPA: 4.0/4.0

## RELEVANT COURSEWORK

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**Microcomputer Applications** (Fall/Spring 2018), **Personal Selling** (Fall 2020), **Marketing Research** (Spring 2021), **Consumer Behavior** (Spring 2021), **Real Estate Finance and Investing** (Spring 2021), **Managing Innovation** (Spring 2021)

## PROJECT EXPERIENCE

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**Organizational Theory and Behavior (GBA 300)**, Spring 2020

*Class Project*, The University of Alabama, Tuscaloosa, AL

- Analyzed national corporations that would thrive in a foreign market
- Unified six team members to compose a final report with recommendations to open a Chipotle in Italy utilizing Microsoft Office and Adobe Applications
- Enhanced public speaking and presentation skills by presenting material to peers in a professional business environment

## WORK EXPERIENCE

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**Marketing Assistant, My House on 13<sup>th</sup>, Tuscaloosa, AL — January 2020- April 2020**

Facilitated communications with local businesses to boost the marketing efforts of both parties. Inspired prospective residents in the community to sign a lease. Designed social media content and implemented strategic marketing tactics.

**Community Assistant, My House on the 50, Tuscaloosa, AL — Oct. 2019- December 2019**

Sparked the development and execution of leasing efforts including cold calling, guiding tours, and planning residence life programs to ensure resident satisfaction.

**Administrative Assistant, Sotheby's International Realty, Houston, TX — July 2019**

Acquired knowledge of the administrative side of real estate from Vicki Barazandeh- an agent with annual sales of over 2 million dollars. Streamlined filing processes and enhanced the efficiency of administrative operations at the firm.

## SKILLS

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- *Effective Communication*
- *Leadership*
- *Microsoft Office*
- *SSPS*

## COMMUNITY INVOLVEMENT

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Member, *Phi Mu Fraternity*, The University of Alabama — Aug. 2018- Present

- Participated in the Academic Committee
- Headed the Recruitment Hospitality Committee

Member, *Alpha Lambda Delta Honors Society (3.5 GPA requirement)*, The University of Alabama — April 2019- Present

Member, *Delta Sigma Pi Business Fraternity*, The University of Alabama — Aug. 2019- Present

- Navigated a three-month pledge-ship; membership awarded to the most outstanding students

## HONORS & ACTIVITIES

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**Presidents List** (*held a 4.0+ GPA for every semester*) — Aug. 2018- Present

**Recipient of UA Scholar Scholarship** (*out-of-state scholarship earned with a 4.4 high school GPA and a score of 32 on the ACT*)

## VOLUNTEER EXPERIENCE

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**LIFT Program Mentor** — 2019

- Operated as a mentor to struggling students at a low-income high school in Birmingham, AL weekly for three months