

Kavi P. Chokshi

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Objective

To support my goal of starting a business with the education, skills, experience and characteristics that I have.

Education

Bachelors of Science in Marketing, Management and Operations Management, 2006-2010

Minor in Entrepreneurial Studies

University of Delaware, Newark, DE

University Honors Program • Dean's List

Christiana High School, Newark, DE, *Distinguished Diploma*, 2002-2006

Achievements:

- Ranked top 10 in class all four years / Perfect Attendance for all four years
- Cumulative Weighted GPA of 3.975

Awards: Academic Excellence in *Marketing* • CHS Exemplary Academic Achievement Scholar • Principal's Award for Academic Excellence • AP Scholar

Skills

Comprehensive knowledge of Microsoft Office Suite 2003/2007 (Word, Excel, PowerPoint, Access, Publisher) • Knowledge of HTML/CSS (basic web development) • Fluent in Hindi and Gujarati • Love taking leadership role/initiative • Passionate about marketing, original/unique solutions, and everything I do...life in general • Excellent at creative work • Customer Service

Work Experience


Dunkin Donuts, Bear, DE (Jan 2008-Mar 2008)

- Worked and learned the many different "roles" that employment at Dunkin Donuts entails. From customer service, to cashier, to making and serving coffees, and other food and drink items.
- Learned to cope with the fast-paced, fast-food and drink industry. Considerably improved *team work* and *customer service* skills.

Paul's Marble Depot, CT (2005 summer)

- Worked as a Receptionist at Uncle's marble company, in Stamford, Connecticut during the summer to senior year.
- Gained experience as a receptionist (answered calls, took messages, and other various tasks - inventory, data entry, database/spreadsheet management)

*Note: Due to visa restrictions (which prohibited me from getting a job prior to 2008), I have provided the section – "Other Experience" – on the back to provide more related information.

Please Turn 

Other Experience

University of Delaware, Newark, DE (2006-present)

President of Blue Hen Marketing Club, University of Delaware's chapter of American Marketing Association (AMA) (Nov 2007 – Present)

- Worked with the Activities Office and the National AMA to tune out the details and start this organization.
- Helped found and start this club. Worked with the executive board and faculty advisor, to grow this club from scratch to one with 140+ paid members.
- Worked with small businesses to start the Marketing Experience Program. This unique program connects small businesses in the region with teams of marketing students. The teams develop a promotional plan for a business, and get experience in real-world marketing, while the businesses get ideas they can implement to improve their marketing.

Participant, Alfred Lerner *Business Plan Competition*, 2007

- Created and entered a real and in-depth business plan for the BPC competition
- Currently working on starting that business (the Zone - www.theUDZone.com)

Marketing Manager of SGA (Student Government Association), 2006

- Involved in the promotion of the student body that oversees all other clubs and groups at UD (mainly designing, printing, and distributing flyers and posters)

Christiana High School, Newark, DE (2002-2006)

Parliamentarian of DECA (a marketing club), 2006

- Received "DECA Student of the Year Award" for Year 2006

Competing in DECA

- Developed two professional business plans, in 2005 and 2006, each around 20-30 pages along with in-depth research.
- Won 1st place at State Competition, both years, for Entrepreneurship Written Plan and International Business Plan group event. Proceeded to Nationals in Anaheim, California, and Houston, Texas, which was a great experience.

Treasurer of National Honor Society, 2006

- Chaired a Warm Clothing Drive, and received first hand experience with organizing and leading a community service event

Camp Business, jointly sponsored by Commerce Bank and Drexel University, 2005

- A two-week long summer program for high school juniors and seniors. One of two students selected from Delaware; a total of 100 students selected from 3 states (Delaware, Pennsylvania, New Jersey)
- Learned a lot about business, entrepreneurship, and customer service early on from classes, seminars, workshops and business trips.

Travels and Interests

Traveled and lived in many different countries, cultures and parts of the world.

- Lived in Bahrain (4 years), Ghana – West Africa (2 years), India (6½ years), and currently in U.S.A (6+ years). Traveled to Singapore, Malaysia, Thailand, and Dubai.
- Open to and easily adaptive to new environments and cultures. Love experiencing new things and enjoy overall variety in life.

Interests include entrepreneurship, reading, listening to music, changing the world, current technology, playing with my dog, nature, surfing the web, and learning through life.