

# Jose Alejandro Esquivel

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## OBJECTIVE

To obtain an internship in the field of Management Information Systems where I can apply my skills and knowledge to contribute to the organization's success, while also gaining valuable professional experience.

## EDUCATION

### **B.S., Business Administration, Management Information Systems**

May 2024

San Jose State University, San Jose, CA, GPA: 3.4

Relevant Coursework: Principles of Macroeconomics, Principles of Microeconomics, Legal Environment of Business, Business Information Systems, Fundamentals of Finance, Global Dimensions of Business

## PROJECT EXPERIENCE

### **SJSU International Expansion Plan**, San Jose State University

August 2022 - December 2022

- Managed a team of 5 to research internal and external elements of 3 potential new markets to expand and establish a satellite campus
- Identified and resolved barriers, led to a 25% increase in project efficiency, ensuring project was completed on time
- Collaborated with other teams to improve communication, streamline processes, and achieve a 15% reduction in project time
- Developed a plan, including a detailed timeline and milestones, to ensure on-time and on-budget success, resulted in a 95% on-time completion rate
- Delivered a comprehensive presentation to 50 peers, communicating key findings and insights from report

### **Analytical Report on Tesla Inc.**, San Jose State University

August 2022 - October 2022

- Collected and analyzed financial data from 5 sources, including company filings, financial reports, and news articles
- Identified key trends and patterns in Tesla's financial performance, including 51.35% revenue growth, profitability, and liquidity
- Developed 3 recommendations for Tesla's management team based on report's findings, including strategies to improve financial performance and reduce risk

## EXPERIENCE

### **Assistant Manager**, Shoe Palace 1007, Salinas, CA

January 2022 - October 2022

- Led a team of 15-20 employees in delivering exceptional customer service, ensuring high levels of satisfaction and loyalty
- Analyzed sales data, resulting in a 20% increase in sales within three months, findings helped inform strategic decision-making and drive business success
- Organized seasonal meetings led to a 15% increase in staff productivity, 10% reduction in errors, and 25% decrease in staff turnover, resulting in improved customer satisfaction and increased revenue

### **Sales Lead**, Shoe Palace 9997, Salinas, CA

March 2021 - January 2022

- Onboarded and trained 10 new team members, while also providing coaching and support to 3 employees to help advance in roles and careers
- Inspired a competitive culture among staff by implementing a performance-based reward system, led to a 25% increase in sales within a month and a 20% reduction in staff turnover, resulting in a more productive workplace
- Utilized inventory management software to optimize stock levels and track sales trends achieving a 15% reduction in out-of-stock items

## SKILLS

**Software:** Microsoft Office Suite (Word, Excel, and Powerpoint), Google Workspace, Python (Intermediate Proficiency), JavaScript (Beginner Proficiency), HTML (Beginner Proficiency), CSS (Beginner Proficiency)

**Languages:** English (Native), Spanish (Native)