

# Hannah Harris

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## EDUCATION

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### University of Arizona, Tucson, AZ

- **Major:** *Bachelor of Science in Retailing and Consumer Sciences with Marketing emphasis* Expected May 2020
- **Minor:** *Business Administration, Eller College of Management*
- **Scholarship:** Awarded Arizona Excellence Tuition Scholarship May 2016-Present
- **Honors:**
  - Finalist out of 25 global teams in *The Global Retailing Competition* held by the Retail Industry Leaders Association and McGill University School of Retail Management, Montreal, Canada (November 2019)
  - *L'Oreal Brandstorm 2020 International Competition* – innovative solution to build a plastic-less beauty industry
  - President of Retail Entrepreneurship Club (2018), Terry J. Lundgren Center for Retailing
  - Selected to the Wildcat Mentor Society 2018, 2019, 2020
  - Awarded membership in National Society of Leadership and Success
  - Selected member in National Retail Federation Student Association

### Cornell University, Ithaca, NY

Expected March 2020

- **Certificate in Brand Management** – Brand Purpose, Strategy, Positioning, Planning, Activation, and Measurement

## LEADERSHIP

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### University of Arizona Pomline Dance Team, NCAA Division I, Pac-12

August 2016- August 2018

- Selected as 1 of 25 out of over 300 applicants for the nationally renowned University of Arizona Pom Line
- Trained and performed 30-40 hours per week while taking full class load to graduate in 4 years
- Performed at Division I football and men's basketball games, Bowl games, Alumni/President's events, TV and media
- Volunteered 50 hours/semester with dance, instruction, and outreach to the local community

## PROFESSIONAL EXPERIENCE

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### Celebrations Hallmark, Huntington Beach, CA

December 2019-Present

#### *Social Media Marketing Manager*

- Increased followers 10x within 2 months, promoting Hallmark gift store to increase in-store traffic and revenue

### In Balance Pilates, Tucson, AZ

September 2019-Present

#### *Sales Associate, Certified Pilates Personal Trainer and Group Instructor (personalized instruction for all abilities)*

- Clientele increased 50% since being hired. Market and develop client base to grow the business.

### Core Arts Pilates, Anaheim, CA

September 2015-Present

#### *Sales Associate and Certified Instructor in Classical Pilates (3<sup>rd</sup> generation instruction under Joseph Pilates)*

- Achieved highest level of Classical Pilates certification in 600+ hour course
- Specialized Pilates instruction for Dance Health and Wellness ranging from beginners to elite professionals

### The Gallery Golf and Sports Club, Ritz Carlton, Tucson, AZ

February 2019-December 2019

#### *Pilates Personal Trainer and Group Instructor*

- Provide classical Pilates instruction with clients of all abilities at #1 Golf/Sports Club in southern Arizona

### Orangetheory Fitness, Tucson, AZ

May 2019-September 2019

#### *Sales Associate*

- Sold over 100 memberships, sell and retain memberships, manage front desk, build client relationships, customer service

### Convaid Inc., Torrance, CA - global manufacturer of customized pediatric wheelchairs

May 2015-May 2016

#### *Social Media Marketing Coordinator*

- Developed Convaid as an influencer in niche space, creating content & presence on Facebook, Twitter, and Instagram

## SKILLS, STRENGTHS AND INTERESTS

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- Strong skills with Sales, Marketing, Branding, Teams, Verbal and Written Communication, Training, Inspiration, and Building Customer Relationships
- Self-motivated, goal oriented. Passionate about Branding, Marketing, Health, Beauty, Fitness, Personal Care, Fashion
- Proficient in Word, Excel, PowerPoint and Social Media