Andrew Beers | CV

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# Education

University Of Colorado Colorado Springs

Bachelor of Innovation, Business Management Degree,

Cross Core Creative Communication

 Graduation: December 2022

# Personal statement

In Human Nature we find many different skills, values, and qualities, yet what I love most is a human’s resiliency, compassion, and heart.

Last year, my experience working for College Hunks Hauling Junk and Moving was one of the most enthralling experiences of my life and although it was both physically and mentally demanding, it taught me a lot about compassion and how I am driven to help others in difficult situations. At this point in my life, I had put my time in as a laborer and was really becoming interested in human nature and how to make the lives of everyone around me easier. This is when I implemented different communication structures and styles into the organization which contributed immensely to my own growth and contributed to my leadership skills. Watching co-workers turn into leaders changed something inside of me. After receiving the Hunk of the Month award all three of my first months working at this new company, the owner saw something special and said, “I need you to teach everyone else how to do what you do.” That moment was a great opportunity for introspection, to dig into what contributed to my passion and drive, that inspired me to work so hard. It became obvious that I care about people, and I have a driving motivation to see people happy, motivated, and successful whether that be a co-worker or a client. My motivation has never been to sell, but rather to help others with whatever power at my disposal.

Lasting impact is an age old and very human desire. Throughout my experience as a manager and move captain, I have been able to listen to clients and co-workers about their struggles and experiences, developing my understanding of the importance of compassion and problem-solving skills. Furthermore, seeing people in vulnerable situations like domestic violence, invoked a feeling of desire to be a part of the solution. Finding a field and career that encompasses both the compassion and problem-solving skills I have developed, with my desire to have a positive impact is likely the recipe for success for my future. Who I am is very closely intertwined with that I can achieve and who I can have a lasting impact on, so finding a meaningful career that is able to further that goal will be pivotal to my happiness. Unfortunately, the road to finding something that is long lasting but also has a high impact will be the biggest initial hurdle to overcome.

My decision to become a part of the Bachelor of Innovation Program has played an integral part in my development and will also have a huge impact on my future endeavors. As a student in the coolest degree program in the Unites States, I have gained invaluable experience working in teams and solving real world problems. For example, I worked on a team and built an entire marketing and development plan for Colorado Springs Olympic City in where we, built a website, worked on product development, and coordination of product placement and sales. Getting on the court with these concepts and ideas is part of being an innovator, just like the concepts outlined in, Ryan Babineaux’s book, “Fail Fast, Fail Often” that teaches one of the most valuable lessons with just the title. The lesson that in order to be successful, failure is part of the equation, has been put to the test in my academic career. As I continue to fail the more, I learn and this skill of using a failure by transforming it into impact for others, is how we make change in the world.

As a college student and a young guy, I am still figuring out who I am, and who I want to become. This program, and my years at college, have helped point me in a direction I could not have predicted I would be in, if asked at the start of my academic career. If the growth and strides I have made in the last 5 years are a prediction or omen for how the next 5 years will go, I can confidently say I am hopeful and ecstatic to see how I can apply the knowledge I have gained, into tangible and positive change for others.

# Academic Experience

**Innovation Core**

**Entrepreneurship and Strategy ENTP 4500**

Description: Created Portfolio and built an online website to showcase accomplishments and experience across school and work.

**Innovation Team: Design and Lead INOV 4010**

Description: Senior teams’ course where I lead a team of five students in a semester long project.

Client: Cole Chapmen, coledchapman@gmail.com

Company: Boreas Dry Ice Cleaning

Goal: This projects primary focus was to identify strategic partners and players in the dry ice cleaning space.

**Innovation Team: Research and Execute INOV 3010**

Description: Junior level continuation of the teams’ course sequence with advanced participation in team projects including research, design, and execution.

Client: Joe Hollmann

Company: City of Colorado Springs

Goal: The purpose of the project is to provide the Olympic City USA with a scalable platform and detailed action plan to expand their merchandise efforts. This was accomplished through a variety of activities that helped strengthen and increase awareness of Olympic City USA.

**Innovation Team: Analyze and Report INOV 2010**

Description: First level of teams’ course emphasizing team projects, research, analyzing data, and reporting.

Goal: To look at if it would be feasible financially and logistically for an organic produce company to move into the cannabis harvesting space in order to diversify revenue streams.

**Technical Writing, Proposals, & Presentations INOV 2100**

Description: Addresses five major types of technical writing: project reports, funding proposals, magazine and trade articles, technical reports, and journal articles. Includes peer review and critical assessments of others' writings.

Client: John Hooper, www.hoopshouse.org

Company: Hoop’s House

Goal: To write grants in order to secure funding for the halfway house.

**Business & Intellectual Property Law BLAW 2010**

Description: Examines the legal significance of ideas, innovations, and start-up organizations. A focus on the issues of intellectual property, including patents, copyrights, and brand protection.

Goal: Create a patent and submit to the US patent office for approval.

**The Innovation Process INOV 1010**

Description: Overviews the key components in the innovation process and examples of major innovations throughout history. Examines the interdisciplinary nature of innovation. Includes group exercises focused on improving team dynamics, brainstorming, conceptual-block busting and other creativity and problem-solving activities.

**Introduction to Entrepreneurship ENTP 1000**

Description: Designed to introduce the process of turning an idea into a successful startup business. Covers basic aspects of a successful business and introduces the student to the processes for creating a potentially successful business plan. Students also learn to assess opportunities for venture/value creation, to address/identify risk in the startup process and develop presentation skills to convince others of the potential success to implement the business entity.

**Business Core**

**Strategic Management STRT 45000**

Description: Takes a general manager's perspective on the administration of the corporation. Topics include the role and responsibility of general management, analysis of threats and opportunities in the competitive environment, strategies for building and sustaining competitive advantage, strategy implementation and management, and strategic management in the international environment.

**Managing Service Operations OPTM 4100**

Description: Prepares students for operations management opportunities in service industries such as financial services, entertainment, hospitality, logistics services, and health care. Sample topics include service strategy, new service development, service quality, service facility location, managing capacity and demand for services, managing waiting line and queuing models, and managing service projects.

**Organizational Development and Change MGMT 4370**

Description: This course provides students with critical skills for today’s times of unprecedented change and fierce competition. The course introduces students to the field of Organization Development and Change that prepares leaders and those committed to being change champions with skills in improving the health and performance of individuals, groups, and organizations and in effectively managing change.

**Business, Government and Society BGSO 4000**

Description: An examination of interrelationships between business, society, and government. Explores the legal and ethical significance of transactions in the business decision-making processes.

**Fundamentals of Operations Management OPTM 3000**

**Description:** This course introduces theories, principles and analytical models which guide and facilitate decision making in the operating system for both manufacturing and service organizations. The topics move from strategic choices in operations management to tactical decisions. Students will be exposed to in-depth discussions on operations strategy, supply chain management, process analysis and design, production planning, inventory management, quality management, and project management.

**Introduction to Management Information INFS 3000**

Description: Study of how Information and Data are used in business. Shows students how information systems and their data support critical operations to drive today's critical strategic business decisions. The elements of the supporting Information Technology are studied and the direct application of data in Business Intelligence in specific business situations is discussed. Integral to the class, students study the impacts of Cyber Security and Business Intelligence on business by undertaking a practical business scenario leveraging Business Intelligence tools and techniques.

**Introduction to Management & Organization MGMT 3300**

Description: An introductory study of management fundamentals and organizational behavior. How individuals adapt to organizations; how managers motivate and lead in work situations; how organizations are designed and managed.

**Basic Finance FNCE 3050**

Description: Introduction to financial management of the firm and the basic functions of finance. Topics covered in this course include an introduction to financial markets, financial statement analysis, time value of money, free cash flows, interest rates, stock and bond valuation models, modern portfolio theory, cost of capital, capital budgeting techniques and analysis, capital structure, sources of financing, working capital management, financial analysis and basic financial planning. Emphasizes the calculation, analysis, interpretation, and use of financial information to make financial decisions.

**Principles of Marketing MKTG 3000**

Description: Analytical survey of issues involved with the development and exchange of goods and services. Takes a marketing management approach in attacking problems related to product planning, channels of distribution, pricing and promotion. Emphasizes the role of marketing in responding to changing environmental conditions.

# Skills & Competencies

* Project Management
* Microsoft Office Suite (Excel, PowerPoint, Word)
* Microsoft Teams
* Google Drive & Docs
* Teaching
* Communication

# Certifications

* Lean Six Sigma
	+ White Belt Course
	+ Yellow Belt Course
* CU: Discrimination and Sexual Misconduct – UCCS –

# Experience

**College Hunks Hauling Junk and Moving**

Move Captain: August 2021 – December 2021

* Lead teams of 2-10 people on full-service moves
* Awarded Hunk of the Month 3 of 5 months

Sales and Marketing Specialist: January 2022 - Present

* Oversee a team of 4 estimators and their performance
* Increased Estimate Completion percentage from 45% to 60%
* Organize and set up marketing events
* Increased Revenue 20% company wide
* Trained over 100 employees on sales and communication skills
* Increased Upsell % of Revenue by 2% or $38,200
* Created customized newsletters sent out to 22,000+ people

**Discount Tire Co.**

Tire Technician and Salesmen: June 2016 – July 2021

* Trained over 20 employees on store operations as well as trained in

 the second ever Discount Tire Training Academy.

* Co-ran weekly meetings on store operations and organization.
* Broke two store sales records in back-to-back years from 800k to 900k.
* Oversaw a team of 10 people and operating smooth and efficient workflow.
* Conducted inventory management of 1500+ tires on a weekly basis including incoming and outbound shipments.
* Communicated clearly with 100+ customers a day on their safety and quality of the service they are receiving.

# Community Involvement

* Domestic Violence Moves
* Sue’s Gift for Ovary Awareness Volunteer
* Backpack Bash Volunteer
* COS, I Love You Community Clean up Volunteer

# Awards & Recognition

* State Cup Champion Soccer 2014
* Hunk of the Month (x3)