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A. Nicholas Fanjul

OBJECTIVE Seeking a position as an insurance agent where extensive experience of building meaningful client relationships and providing them with appropriate insurance coverage can be utilized effectively.

EDUCATION Canterbury School, New Milford, CT
Menlo College, 2011, Atherton, CA
Major: Marketing Management and Mass Communications

COURSE CURRICULUM

Business: Business Management, Business Management II: Management Practice, Legal Environment of Business, Managerial Communications, Individuals and organizations

Marketing: Marketing Communications Writing, Introduction to Media. Advertising Principles and Practice, Media Management, Marketing Management, Public Relations, Markets of One: Mass Customization, Strategic Marketing Planning,

PROFESSIONAL EXPERIENCE

Summer 2006 - Sugar Farms Co-op, South Bay, FL

Intern

- Obtained knowledge of the sugarcane cycle from land development, planting, and cultivation.
- Reported to the Director of Agricultural Operations and three supervisors of agricultural divisions averaging 40,000 acres.
- Assisted the shop supervisor with the responsibility of maintaining the rolling stock fleet.

Summer 2007 – Osceola Farms Co. Pahokee, FL

Intern

- Exposed to the industrial cycle including: sugarcane harvesting, milling, refining, warehousing, quality control, & shipping.
- Reported to the Director of Factory Operations.

Summer 2009 – California & Hawaii Sugar Refinery, Crocket, CA

Intern

- Earned three college credits for this internship. Term paper included a summary of the sugar refining operation from ship sugar delivery to product packaging.
- Acquired knowledge of the product lines & new marketing markets were explored.

EXTRACURRICULAR ACTIVITIES

- Canterbury School Tennis Team Captain.
- Participated in the ski race camp with Sun Valley, ID Junior Ski Team at Mount Hood, OR.
- Avid surfer and extensive travel experience to Central America, Africa, Asia, Australia, Europe, New Zealand, and England.
- My travel experiences have exposed me to multiple cultures rounding my interpersonal skills with diverse backgrounds.