## **Brandon DeRosa**

Lake Forest, California 92630 • (949) 300-5075

brandondominicderosa@gmail.com • www.linkedin.com/in/brandon-derosa12

Individual with interests in business administration, accounting, sales, and finance. Through the utilization of previous business practicum, I have come to find a focus in helping businesses find new leads and sustain existing relationships with clients. As well as maintain a strong understanding of current products and services while still being innovative to push the conventional boundaries of the business environment today.

## **Education**

**BS, Business Administration and Finance** 04/2021 - 03/2023

California State University, Fullerton • Fullerton, California

Currently developing a strong understanding of how companies make financing and asset investment decisions so as to continually improve the profitability of a company's operations.

**AS, Business Administration and Management, General** 12/2018 - 05/2021

Irvine Valley College • Irvine, California

Enrolled in classes such as managerial accounting, the legal environment of business, organizational behavior of business, and introduction to business ethics.

**Certificate, Hospitality and Tourism Management** 04/2020

Florida Atlantic University • Boca Raton, Florida

Concentrated on helping build management skills in a variety of hospitality sectors including resort development, hotels, food service, conventions, theme parks, and more.

## **Employment History**

**Business Development Associate**

AutoNation Porsche Bentley • Newport Beach, California 10/2020-Present

* Receive inbound calls from current and potential customers.
* Place outbound follow-up calls to leads.
* Assist customer in completing and submitting a credit application.
* Setting appointments for customers to visit the dealership.
* Answer questions about the company and resolve customer issues by directing them to the correct place.
* Maintain accurate and useful database record.

**Attraction Host and Trainer**

The Walt Disney Company, Disneyland Resort 03/2018-Present

* Responsible for greeting Guests, loading, and unloading attractions, operating attraction systems, and delivering spiels or narrations.
* Monitor and prioritize Guest and Cast Member safety, ensuring that all safety protocol is being followed.
* Promote a positive, and productive work environment to ensure Cast Member well-being using the Four Key Basics (Safety, Courtesy, Show, Efficiency) and Core Values
* Deliver consistent, courteous, and exceptional Guest service.