

Axel Hawker

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EDUCATION

- Expected 2018 **MARRIOTT SCHOOL OF MANAGEMENT** Provo, UT
BRIGHAM YOUNG UNIVERSITY
MBA Candidate, June 2018, Marketing and Entrepreneurship
- Clubs: Graduate Entrepreneurs Association, MBA Marketing Association, Analytics Club, Product Management Club, Tech Club.
- Dec 2012 **TEXAS CHRISTIAN UNIVERSITY** Fort Worth, TX
Bachelor of Science, Business Administration, Management
- Graduated Cum Laude
 - Entrepreneurial Excellence in Management Award Recipient
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EXPERIENCE

- 2013-2016 **CAPGEMINI** -*global leader in consulting, technology and outsourcing services* Dallas, TX
Senior Consultant
Designed, developed, and implemented content management solutions for multiple departments throughout large utility company
- Led cross-functional teams of 4-6 people based in India, enabling projects to come in on time and under budget.
 - Optimized procedures processing millions of documents per year, saving up to \$5 Million annually.
 - Received monetary reward from client for an innovative solution that saved 27% of the project's budget.
 - Cut migration execution time of over 10-million highly-regulated records for a nuclear power plant from 2 weeks to 24 hours. Saved the plant 13 days of critical downtime during go-live.
- 2009-2013 **T-MOBILE USA** Fort Worth, TX
Retail Sales Associate
Represented T-Mobile to the local market by providing knowledge and guidance about the products T-Mobile offers.
- Worked with 20-30 customers a day, often working with multiple customers simultaneously.
 - Resolved customer grievances to a win-win situation without escalation while being recognized for excellent customer service.
 - Surpassed sales quotas frequently despite large variations in foot traffic by reaching out to local businesses.
- Summer 2011 **MAGAW MEDICAL** -*Medical Device Startup* Fort Worth, TX
Sales and Marketing Intern
Researched, designed, and proposed marketing program to target local hospitals and emergency professionals.
- Sold products to networks of hospitals by identifying decision-makers and cold-calling.
 - Designed and managed social media and trade show marketing strategies
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PERSONAL

- Two-year service volunteer in Colorado and Wyoming. Led team of 30 volunteers. Started community stop smoking classes.
- Proficient in HTML, CSS, PHP, SQL, Ruby on Rails, Javascript, and Linux.
- Enjoy mountain biking, building websites, and hiking. Hiked Grand Canyon Rim-to-Rim in one day.