

# Anthony Cheng

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## OBJECTIVE

I am eager to leverage my proven expertise in sales and business, combined with my deep passion for finance, to deliver impactful results, drive revenue growth, and contribute to the long-term success of a forward-thinking financial organization.

## EDUCATION

**Florida International University**, Landon Undergraduate School of Business

**August 2022 – Present**

**Bachelor of Science in Business Administration | Major: Marketing | GPA: 3.5**

Miami, FL

## PROFESSIONAL EXPERIENCE

### NUVOBIOLAB, LLC

**June 2019 – June 2021**

*Sales Representative*

Miami, FL

- Identified and capitalized on sales opportunities during the COVID-19 pandemic by supplying essential equipment such as PPE.
- Achieved sales of over \$200,000 at the age of 15 through the use of social media networking.
- Developed and launched an e-commerce platform, improving customer purchasing convenience and increasing sales consistency by over 30%.
- Maintained strong relationships with returning clients to ensure repeat business and customer satisfaction.

### TM TELCOMM

**July 2021 – July 2022**

*Telecommunications Sales Representative*

Miami, FL

- Facilitated a government relief program, providing free internet access to over 50 eligible individuals, including those on SNAP, SSI, or Medicare.
- Established partnerships with multiple corporations and offices to expand service offerings and foster collaborative efforts.

### TRADEMARK CORP

**August 2022 – Present**

*Product Manager | Sales Representative*

Miami, FL

- Supervised and managed all orders processed by a team of 50+ sales representatives, ensuring efficiency and accuracy.
- Achieved over \$3 million in revenue and generated \$500,000+ in profit through the wholesale of electronic components.
- Cultivated and maintained strong relationships with high-profile clients in Brazil.
- Utilized Excel and other Microsoft tools to meticulously track and organize inventory in a warehouse holding multi-millions of dollars in products, ensuring zero discrepancies.
- Established and managed relationships with prominent suppliers, safeguarding pricing agreements with strict confidentiality.
- Attended industry events, such as Computex (Taiwan), to network and foster strategic business relationships.

## LEADERSHIP EXPERIENCE

**EVOLution Open – Brazil | EVOLution Open – North America**

**September 2020 – September 2020**

*Organizer | Founder*

Miami, FL | San Paolo, BR

- Designed and organized a large-scale B-ranked Valorant gaming tournament, attracting over 10,000 concurrent viewers and demonstrating exceptional event management skills.
- Secured over \$20,000 in prize sponsorships from prominent companies such as Corsair and BitFenix, fostering long-term relationships that facilitated future business opportunities.
- Organized and managed a tournament with over 5,000 participants, ensuring smooth event execution and effectively addressing challenges, including managing difficult situations.

## TECHNICAL SKILLS & AWARDS

**Awards:** Deans List 2022-2023, Florida Bright Futures Scholars Award – Full Tuition Scholarship, Salesman of the Year 2020-2021

**Certifications:** NMLS Mortgage, Gold Coast Real Estate

**Relevant Coursework:** Financial Management, Financial Accounting, Business Finance, Managerial Accounting, Macroeconomics, Microeconomics, Business Statistics, Legal Business Environment

**Skills:** Leadership, Delegation, Time Management and Organization, Social Networking, Pursuit of Knowledge

## Extracurricular

**ALPFA – The Association of Latino Professionals in Finance and Accounting (FIU)**

**FMS – Financial Markets Society (FIU)**

**Freelance Investing**

*Real Estate:* Pursued Mortgage and Real Estate license through Gold Coast.

*Equities & Crypto:* Consistently researching trends and new information to find profitable yet risk-managed investments.

*Futures:* Trading commodities and S&P, working on different coding languages to create AI for futures.

**Sports and Fitness:**

*Basketball and Weightlifting:* Basketball and weightlifting keeps my body healthy and puts me in a competitive environment.