



MAX YOUNG

MARKETING & BUSINESS LAW STUDENT

CONTACT

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State College, PA

EDUCATION

PENN STATE UNIV.
Business Operations
& Marketing,
Business Law

NEW YORK UNIV.
NYU Music Industry
Essentials Certificate

**PENNSBURY HIGH
SCHOOL**
Diploma 2019

OBJECTIVE

Looking for opportunities to support marketing and general business operations. Interested in music, entertainment, and law.

EXPERIENCE

MOVIN' ON ANNUAL MUSIC FESTIVAL – LOCAL SPONSORSHIP CHAIR

Sept 2020 – Present

Chairperson responsible for local sponsorships for Penn State's annual music festival.

- Maintain sponsorship packages
- Identify and profile best suited businesses
- Contact local businesses
- Maintain contact and coordination with sponsors and potential sponsors
- Manage customer relations in a spreadsheet CRM of 30 potential sponsors
- Work with team to manage different concert scenarios based on pandemic status

ATLANTIC CITY STEEL PIER - BAR/OPERATION STAFF

June 2020 – August 2020

Supported all beverage/liquor functions for an entertainment facility with four operational bars and effectively functioned as assistant manager.

- Tracked and organized inventory
- Stocked bars and managed supplies
- Managed and signed off on supply orders
- Supported planning and execution of special events such as weddings
- Trained staff
- Supported axe throwing booth
- Directed and managed customers

MOVIN' ON ANNUAL MUSIC FESTIVAL - PROMO TEAM

Jan 2020 – Sept 2020

Team member contributing to campus wide promotional events to raise awareness for Movin' On.

- Brainstormed promotional events
- Promoted festival through social media campaigns

THON OPERATIONS COMMITTEE LEAD

Oct 2019 – Feb 2020

Active committee lead and gear chairperson for Penn State's Annual THON fundraiser raising over \$10M for pediatric cancer.

- Prepared and placed orders for committee gear items
- Surveyed team and tracked gear needs and interests
- Coordinated and communicated with team members
- Contributed team building activities
- Contributed to mapping and scheduling operational tasks

MINI-THON FINANCE CAPTAIN

September 2018 – March 2019

Served as captain of the Pennsbury High School mini-THON Finance Committee.

- Oversaw and managed all finance functions
- Estimated costs and managed payments
- Managed donor drive and all payment collections
- Participated in local company fundraising and solicitations
- Ran fundraising events

SR. PROM CHAIRPERSON

October 2019 – June 2019

Responsible for decorations and setup for approximately 20% of the school.

- Coordinated volunteers, parents, and designers.
- Lead and participated in activities ranging from painting and taping to small fundraisers to final setup.

TEACHING ASSISTANT & CAMP COUNSELOR

September 2015 – June 2018

Served as a teaching assistant for first and second graders at a religious school and as a junior counselor at a summer day camp. Coordinated and communicated with parents, supervisors, and other staff to perform activities and handle problems.

SKILLS

- Hard Working
- Good Team Player
- Problem Solver
- Outgoing & Good with People
- Creative
- Able to Lead and Be a Team Member
- Microsoft Office with strong Excel skills

GROUPS

- Phi Alpha Delta, Pre-Law
- Phi Kappa Theta