Harris Radoncic

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EDUCATION AND HONORS

Binghamton University, State University of New York, School of Management — **Binghamton, NY**
Bachelor of Science in Business Administration, Concentration in Finance — *Expected May 2028*
Cumulative GPA: 3.70/4.00

New York City Lab High School for Collaborative Studies — **New York City, NY**
Regents Diploma — *June 2024*
Cumulative GPA: 4.00/4.00

LEADERSHIP EXPERIENCE

Binghamton Automotive Enthusiasts Club — **Binghamton, NY**
Treasurer — *August 2025 – May 2026*
- Oversaw club financial operations, monitored budget allocations, reviewed ledger entries, and managed cash flows to support financial planning for organizational activities and club initiatives
- Directed fund disbursements, prepared financial proposals, and allocated club resources in collaboration with executive leadership to align spending priorities with organizational goals and planned activities

Dean's Case Challenge — **Binghamton, NY**
Team Member — *September 2025*
- Collaborated with teammates to identify root causes of company challenges and propose sustainable growth strategies, using forecasts to assess implementation and expected business outcomes
- Analyzed company performance metrics, evaluated strategic and operational challenges, and incorporated risk assessments into team recommendations to support business decision-making

Accounting Association Case Competition — **Binghamton, NY**
Team Member — *September 2025*
- Evaluated the financial sector landscape and regulatory accounting changes for a mid-sized banking institution, examining ASC 326 implementation guidelines and their implications for the team's case analysis
- Developed implementation plans, evaluated financial implications, and proposed risk mitigation strategies for the banking case, consolidating team recommendations into an executive brief

PROFESSIONAL EXPERIENCE

Binghamton University Transportation Services (OCCT) — **Binghamton, NY**
Bus Driver — *September 2025 – November 2026*
- Performed comprehensive pre-trip vehicle inspections to identify potential mechanical issues, verify compliance with safety regulations, and support safe, reliable transportation across daily campus routes
- Safely transported 100+ passengers per shift across high-traffic campus routes, applying situational awareness and risk management to navigate changing traffic conditions and maintain passenger safety
- Resolved route disruptions, passenger concerns, and unexpected delays in a fast-paced operating environment, adapting to changing conditions to maintain safe and reliable transportation

AI Store Builder (WIX) — **New York City, NY (Remote)**
High-Ticket Sales Closer — *May 2026 – August 2026*
- Generated $180,000 in total revenue by converting prospective e-commerce entrepreneurs into paying customers with consultative selling, customized product recommendations, and objection handling
- Conducted 300+ outbound calls per day to advertising-sourced prospects, assessing customer needs and qualifying leads to identify suitable e-commerce memberships and related software solutions for prospective customers
- Managed the full sales cycle from initial outreach and needs assessment through product demonstrations, objection handling, and closing, matching prospective customers with relevant solutions

ADDITIONAL INFORMATION

Technical Skills: Excel (data analysis, formulas, basic financial modeling); Python (pandas, basic scripting); Financial Statement Analysis; Cost & Variance Analysis, Sales
Language: Proficient in Serbian, Croatian, Bosnian, Montenegrin
Organizations: Binghamton Automotive Enthusiasts Club (Treasurer 2025–2026), Finance Society, Binghamton Wealth Management
Interests: Weightlifting, Artificial Intelligence, Cars, Motorcycles, Boats, Planes, Traveling