KIMAYA BABB

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EDUCATION

Howard University **Washington, D.C.**

Bachelor of Business Administration, Finance

GPA: *3.81*

Awards: School of Business Dean's List (Fall 2025, Spring 2026), Howard University Achievers Scholarship Recipient

Extracurriculars: Howard University 21 CAP, Women in Finance, Girls Who Lead, HBCU Nomads Student Ambassador, NCNW, Howard University Wealth Labs Finance and Budget Coordinator, Habitat for Humanity

Relevant Coursework: Accounting I and II, Production and Operations Management, Business Problem Solving, Calculus I and II, Economics I and II

CERTIFICATIONS AND DESIGNATIONS

Real Estate Salesperson License (Maryland) **Expected: Jan 2027**

Securities Industry Essentials

WORK EXPERIENCE

Sunah Blu

Washington, D.C. **August 2025 - Current**

Business Operations Associate

- Analyze point-of-sale (POS) data to model sales trends, evaluate profit margins, and present weekly financial summaries informing pricing and purchasing strategy.
- Direct end-to-end daily inventory flow and replenishment cycles as the sole associate, reconciling stock drawdown against 150+ daily sales to eliminate stockouts.
- Monitored digital sales channels and e-commerce transactions, reconciling web-based revenues with POS databases to evaluate online margin performance.

Puma

Tannersville, Pennsylvania **December 2025 - Current**

Seasonal Sales Associate

- 500+ customers daily assisted with product selection, transactions, and service inquiries in a high-volume retail environment.
- Quantified KPI metrics (30% conversion, revenue/hour) to adjust selling strategies and exceed targets.

Abercrombie & Fitch

Tannersville, Pennsylvania **March 2025 - August 2025**

Sales Associate

- Applied data-driven insights to refine sales techniques, contributing to performance benchmarks.
- Monitored inventory flow and conducted stock assessments across 100+ units to support demand forecasting.

Taco Bell (Franchise)

East Stroudsburg, Pennsylvania **March 2024 - February 2025**

Team Member

- Managed cash and card transactions exceeding $8,000+ daily with accuracy, achieving zero register variance across shifts.
- Leveraged POS system reporting to track daily register balances, reconcile end-of-day sales receipts against physical cash reserves and audit discrepancies within $2 margins.

LEADERSHIP EXPERIENCE

HU Wealth Labs **September 2026 – Current**

Finance and Budget Coordinator

- Oversee program operating budgets and track department expenditures, reconciling financial ledgers to ensure variance control and 100% compliance with allocated resource caps.
- Direct outreach initiatives to scale the Wealth Labs Ambassador network, managing cross-functional collaborations across 10+ campus organizations, community partners, and businesses while allocating event resources.

Habitat for Humanity **May 2025 – Current**

Operations Volunteer

- Facilitated coordinating logistics and volunteer assignments to enhance repair operations efforts.
- Supported fundraising efforts to sustain housing initiatives for underserved communities.

SKILLS & INTERESTS

Soft Skills: Critical thinking, adaptability, communication, emotional intelligence

Technical Skills: Excel (beginner), Java (intermediate)

Interests: Volunteering, real estate, financial planning, financial literacy advocation