SAM SCHOENFELD
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EDUCATION

University of Florida, Heavener School of Business – Gainesville, FL **Anticipated Graduation - May 2028**
Bachelor of Science in Business Administration - Marketing **Cumulative GPA: 3.57**

EXPERIENCE

Michael Saunders & Company — Real Estate & Marketing Intern **Sarasota, FL**
May 2026-August 2026

- Supported residential and commercial real estate operations, assisting with property research, market analysis, and day-to-day activities
- Assisted with **marketing initiatives for residential and commercial properties**, helping develop and organize promotional materials and property marketing
- Conducted **market and property research** to support real estate professionals in evaluating listings, pricing, and local market conditions
- Gained hands-on experience with **client communication, property presentations, and real estate sales processes** while working alongside experienced agents

Founder/Operator | Online and In-Person Resale Business **Gainesville, FL**
January 2025 – Present

- Founded and independently operated a collectibles resale business generating **$25,000+** in total sales through online and in-person transactions
- Generated **$20,000+** in online revenue across **200+** orders, managing sourcing, pricing, customer relationships, and post-sale service

Cold Stone Creamery | Shift Lead/Cashier **Sarasota, FL**
August 2021 - July 2024

- Supervised and coordinated a team of up to four employees per shift, delegating tasks and monitoring performance to ensure efficient operations
- Managed daily shift operations, trained new employees, resolved customer issues, and served **100+ customers** per day

Wet Noses Dog Grooming Sarasota | Store Operator **Sarasota, FL**
July 2018 - July 2024

- Managed grooming appointments, customer inquiries, scheduling, and issue resolution in a fast-paced retail environment
- Maintained **financial, scheduling, and operational records** using **Microsoft Excel and Word** while supporting daily store operations

SKILLS/CERTIFICATIONS

Marketing: Social Media Marketing, Market Research, Customer Engagement, Sales
Technical: Microsoft Excel, Word, PowerPoint
Business: Customer Relationship Management**,** Retail Operations, Entrepreneurship
Certifications: Microsoft Office, Autodesk CAD 360, OSHA Workplace Safety

CAMPUS INVOLVEMENT

Gator Powerlifting – University of Florida
Membership Officer/Social Chair

- Manage membership engagement, recruitment, and retention while coordinating club social events
- Represented UF at Florida Collegiate Powerlifting States while supporting club operations and member engagement