

Sample Related Experience Resume

Recommended Format for Career Changers

ERIC BLOOM

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EDUCATION

COLUMBIA UNIVERSITY, School of International and Public Affairs, New York, NY
Master of Public Administration, in Environmental Science and Policy May 2016
Relevant coursework: Environmental Finance, Sustainable Tourism, Environmental Management, International Affairs, Environmental Sciences, Sustainable Development, Economics, Financial Management, Accounting.

POMONA COLLEGE Claremont, CA
Bachelor of Arts in Political Science June 2007
Relevant coursework: International Affairs, Environmental Policy, Communications, Economics and Development
STUDY ABROAD: Semester at Sea, SS Universe Explorer February-May 2006

RELATED EXPERIENCE

UNITED NATIONS, Division for Sustainable Development New York, NY
SIPA Capstone Consultant January 2016-May 2016

- Served on a team of graduate student consultants to produce a publication on the Clean Development Mechanism (CDM) of the Kyoto Protocol to serve as a capacity building document for the Division.
- Prepared a regional case study focused on Brazil's development and implementation of CDM project criteria; including an economic analysis, stakeholder review, and project analysis.

RAINFOREST ALLIANCE, Tourism Division San Jose, Costa Rica & New York, NY
Policy Intern January 2016-May 2016

- Collected and analyzed data to develop a publication on the strengths and weaknesses of ecotourism certification to be used by organizations involved in a project funded by the Inter-American Development Bank.
- Interviewed hoteliers throughout Costa Rica on the impacts, advantages, and disadvantages of the Certification for Sustainable Tourism (CST) administered by the government of Costa Rica. Provided conclusions and recommendations based on the information compiled.

SURFRIDER FOUNDATION, New York City Chapter New York, NY
Chairman and Co-founder October 2011-Present

- Founded and chaired non-profit environmental organization dedicated to the protection and preservation of the world's oceans and marine environments. Current membership >1000.
- Successfully organized and implemented regional environmental initiatives, including a program to consistently monitor and test the water quality around New York City.
- Led fundraising efforts and worked with corporate sponsors to raise and manage over \$10,000 in the first year.

OTHER EXPERIENCE

IBM CORPORATION, Software Group New York, NY
Sales & Marketing Specialist August 2009- October 2011

- Consulted with senior level executives at Fortune 500 companies to identify and provide IT solutions resulting in a 400% growth of sales opportunities and an average return on investment of \$100,000.
- Supervised sales teams in territory with over 50 large strategic clients and a business value in excess of \$1 million.
- Developed and implemented strategic marketing initiatives resulting in increased brand recognition by over 200%.

INTERWORLD CORPORATION New York, NY
Strategic Alliance Associate March 2007-July 2009

- Successfully managed InterWorld's Strategic Alliance Program resulting in the development of over 20 new business relationships, with companies such as IBM, Sun, Microsoft, and Oracle.
- Developed integrated marketing strategies to leverage partnerships, including website, collateral and presentations.

PROFESSIONAL ASSOCIATIONS, CERTIFICATIONS AND SKILLS

COMPUTER SKILLS: Windows, OSX, MS Office (Word, Excel, PP, Outlook), GIS, SPSS, Smartsuite, ACT 2010.

LANGUAGE SKILLS: Spanish (working knowledge)

CERTIFICATIONS: *Managing Projects Certificate*, George Washington U. School of Business and Public Policy
ArcGIS Certificate, ESRI Geographic Information Systems

ASSOCIATIONS: International Ecotourism Society, Foreign Policy Association, American Public Policy Association