

# ERIK I. BORREGO

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## EDUCATION

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| <b>MASTER OF BUSINESS ADMINISTRATION</b><br>BRIGHAM YOUNG UNIVERSITY, <i>Provo, Utah</i>       | 2005 |
| <b>BACHELOR OF ARTS, ECONOMICS MAJOR</b><br>OCCIDENTAL COLLEGE, <i>Los Angeles, California</i> | 2001 |
| <b>AMERICAN UNIVERSITY, ECONOMIC POLICY</b>  | 2000 |

## PROFESSIONAL EXPERIENCE

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**TELACU, Los Angeles, California** 2004

INTERN, TELACU COMMUNICATIONS GROUP

- Researched and presented proposals to senior management that will upgrade telecommunications and reduce cost by over \$100,000 annually.
- Created a long-term implementation strategy to develop an Alumni Association that will dramatically increase corporate brand awareness and result in a continuous profitable source of revenue.
- Instrumental in developing processes and procedures for improving corporate image through standardized communication.

**HIRSCH, Van Nuys, California** 2002-2003

MANAGEMENT TEAM

- Supervised employees, including training, hiring and assessing employee skills, while managing over two million dollars of inventory.
- Increased order fulfillment by 20% and decreased customer complaints by 40% at the central warehouse.
- Analyzed purchasing and inventory control reports and recommended changes based on ROI, inventory turns, competitor pricing and gross profit in order to make recommendations about future purchasing decisions.
- Proposed a cost-benefit analysis for a security system which resulted in a savings of over \$200,000 a year.

**MALCHOW ADAMS AND HUSSEY, Washington D.C.** 2000

INTERN

- Compiled and analyzed data to increase profitability and utilize resources efficiently.
- Assisted in implementing strategies, analyzing results, and providing a comprehensive database with recommendations for future campaigns.
- Researched and developed reports on the Defenders of Wildlife and Sierra Club Project for direct marketing campaigns.

**JAMBA JUICE, Los Angeles, California** 1997-2000

LEAD MANAGER

- Performed all managerial tasks, such as opening and closing of the store, running daily and weekly reports and supervising and assessing employees.
- Heavily involved in all aspects of customer service and ensuring high quality.

## LEADERSHIP EXPERIENCE AND ACHIEVEMENTS

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- Marriott Alumni Shop, a student run business
  - BYU Extended Reach Scholarship recipient
  - LINC TELACU Scholarship recipient
  - T. and E. Stearns Scholarship recipient
  - Member of the Marriott School of Management General Council
  - Marriott School of Management Diversity Committee
  - Excellent communication and leadership skills