MATEO AFFRANCHINO

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EDUCATION

University of Florida, Warrington College of Business **May 2028**
Bachelor of Arts in Business Administration, *General Studies* Gainesville, FL

- Specialization: Entrepreneurship
- GPA: 3.54/4.00

WORK EXPERIENCE

Lucciano's **May 2026 - August 2026**
U.S. Business Operations & Expansion Strategy Intern Weston, FL

- Developed expansion recommendations by researching three prospective geographic markets and potential sales channels, identifying additional markets for leadership consideration
- Analyzed store pricing options by comparing competitor prices and modeling five price-increase scenarios in Excel, providing comparisons leadership used to determine store prices
- Formulated product and pricing recommendations for potential new sales channels by assessing product margins and popularity, helping leadership narrow product options and establish proposed prices

Lucciano's **January 2025 - August 2026**
Manager Weston, FL

- Increased store sales by breaking corporate monthly targets into daily goals and coaching employees on effective selling techniques, achieving 9.5% average monthly year-over-year sales growth in 2025
- Improved cost efficiency through optimized staffing and portion-size training, reducing labor and food costs by approximately 8% and 2%, respectively, and contributing alongside sales growth to 25% higher net income in 2025
- Built a reliable team of 10+ employees through training, ongoing coaching, and leadership development, sustaining stable staffing and consistent operational performance
- Coordinated staffing and inventory by aligning employee schedules and weekly orders with projected sales, maintaining adequate shift coverage and product availability while accommodating employees' scheduling needs

Shift Leader **May 2024 - January 2025**

- Led shifts with up to three other employees by delegating responsibilities and overseeing customer service and shift operations, coordinating efficient service and team performance
- Trained new hires on procedures and operational standards, preparing employees to execute shift responsibilities
- Conducted end-of-period inventory twice per month alongside management, providing detailed stock-level data to support food-cost monitoring and evaluation of product usage throughout each reporting period

Front-of-House **April 2024 - May 2024**

- Advised customers on 40+ products through samples and recommendations, helping them select suitable options
- Processed high-volume orders and payments by accurately handling transactions and serving over 10 different menu items during peak hours, maintaining efficient service flow and minimizing customer wait times

LEADERSHIP & INVOLVEMENT

Peer Mentoring **June 2026 - Present**
Academic & Career Advisor (Informal) Remote - Weston, FL

- Advise peers on resume development and course selection by reviewing resumes and semester schedules, helping them present their experience more effectively and build manageable course loads
- Mentor a high school senior through college applications as her Common App advisor by reviewing her resume, essays, and college choices and preparing a recommendation letter, strengthening her application materials

ADDITIONAL INFORMATION

Awards & Honors: Warrington College of Business Dean's List (Fall 2024, Spring 2026)
Languages: Spanish (Native/Bilingual)
Certifications: ServSafe Food Protection Manager, Microsoft Office Specialist, Entrepreneurship and Small Business
Technical Skills: Microsoft Excel, Microsoft PowerPoint, Microsoft Word
Interests: Soccer, Weightlifting, Cars, Traveling, Marvel