KUSH VANIA

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EDUCATION

University of Florida, Warrington College of Business — **Gainesville, FL**
Bachelor of Science in Business Administration – Finance — **May 2030**

- **SAT**: 1530/1600 Q: 760/800

EXPERIENCE

Tutoring Business — **New Hyde Park, NY**
Founder, 15 hours per week — **November 2024 – Present**

- Founded and operated a tutoring business generating $2,000 in monthly revenue, driving client acquisition through traditional marketing strategies, social media marketing, PR events, and one-on-one personal selling and cold calling
- Tutor 20+ clients in various subjects, including SAT prep and college counseling, designing personalized lesson plans tailored to each student's goals and pace, using Claude-powered tools to streamline scheduling and build coursework

Test Takers — **Manhasset, NY**
Staff Assistant, 30 hours per week — **June 2025 – July 2026**

- Enhanced cross-department compatibility of consumer data by organizing and standardizing 10,000+ consumer profiles spanning 15 years of historical records for sales and marketing teams, enabling enhanced outreach and data analysis
- Created a company CRM to manage lead acquisition and nurturing, final product sales, enhancing client retention rate and aiding business expansion operations through traditional outreach, personal selling, and improved communication channels

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

Rem And Company — **Gainesville, FL**
Junior Strategist — **September 2026 – Present**

- Developed brand and marketing strategies for food and beverage startups, leading to improved reputation and consumer awareness guiding new product line launches through market research, company positioning, and social media marketing
- Generating 20,000+ views on major social media platforms including Instagram and TikTok, leading to increased sales for product launches by developing media relevant to market trends, consumer interests, and influencer marketing

Herricks Virtual Enterprise — **New Hyde Park, NY**
Chief Operating Officer — **September 2024 – June 2026**

- Consulted for businesses by pitching advisory strategies on national platforms, leading to improved profitability, brand reputation, and work efficiency through application of financial models and marketing strategies by local enterprises
- Developed and ran operations for a virtual business in the baby care industry, leading to a 40% increase in profitability by working alongside accounting, sales, and marketing teams to develop financial forecasts and market entry strategies
- Pitched business strategies in venture-capital styled competitions, placing in the National Top 25 in the US Oral Business Plan Competition by developing detailed marketing and financial models related to company operations

Student Government — **New Hyde Park, NY**
Class President — **September 2024 – June 2026**

- Fundraised over $10,000 and coordinated 200+ volunteers to organize 50+ community-wide events, managing logistics, promotion, and donations for several charity initiatives through social media campaigns and local business outreach
- Served as a Board of Education Student Representative, solving school issues involving finances, resource availability, and infrastructure development by voicing student concerns and developing 20+ proposals for administrators and faculty

ADDITIONAL INFORMATION

- **Languages**: Gujarati (Fluent), Spanish (Limited working proficiency)
- **Interests**: Taekwondo, 5k Running, Vegetarian Nutrition, Nietzsche Philosophy, Greek Mythology, Marvel Movies
- **Awards & Honors:** DECA ICDC 4th Place, National Top 10 AI Competition, Ready Set Lead 1st Place