

# MEGAN STOUT

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## PERSONAL SUMMARY

Creative, detail-oriented second-year Foote Fellow Honors student at the University of Miami double majoring in Marketing and Sport Administration, with experience working in operations within Division I athletics. Founder of a \$50,000+ revenue-generating e-commerce brand, with a strong understanding of customer relationship management, social media marketing, and operational efficiency. Passionate about leveraging different aspects of the sport industry to create impactful storytelling.

## EDUCATION

	<b>UNIVERSITY OF MIAMI</b> <i>Bachelor of Business Administration in Marketing</i> <i>Bachelor of Science in Education in Sport Administration</i> <i>Minor in Entrepreneurship</i>	<b>CORAL GABLES, FLORIDA</b> <i>Expected May 2028</i>
	<b>Honors:</b> Foote Fellow Honors Student; Presidential Scholar; Provost Honor Roll (Fall 2025)	
	<b>Relevant Coursework:</b> Business Analytics; Digital Marketing; Elements of Sports Psychology; Essential Leadership in Sports and the Profession; Ethical Decision Making in Sports; Foundations of Marketing; Introduction to Business Law and Ethics; Introduction to Entrepreneurship; Introduction to Sport Administration; Principles of Financial Accounting; Principles of Microeconomics; Sport Facilities and Event Management; Sport Information Management; Sport Sales	

## WORK EXPERIENCE

	<b>MIAMI HURRICANE ATHLETICS</b> <i>Facilities and Event Operations</i>	<b>CORAL GABLES, FLORIDA</b> <i>September 2025 - Present</i>
	<ul style="list-style-type: none"><li>Coordinate daily logistics and facility operations for Division I athletic events, assisting with setup, in-game management, and post-event breakdown across multiple Miami Hurricanes venues while ensuring compliance.</li><li>Liaise with visiting teams, officials, vendors, and department staff to facilitate seamless game-day execution, supporting events exceeding 10,000 attendees and maintaining real-time communication across key stakeholders.</li><li>Collaborate within a 20-person operations team (including managers) to optimize event efficiency, safety, and crowd flow, building hands-on expertise in collegiate facility management and large-scale event coordination.</li></ul>	
	<b>AMAZON DELIVERY SERVICE PARTNERS</b> <i>Assistant Human Resources Manager</i>	<b>TENNESSEE AND ALABAMA</b> <i>July 2022 - March 2026</i>
	<ul style="list-style-type: none"><li>Led end-to-end application management for over 16,500+ candidates by developing screening questions, job ads, and rejection processes; maintain Calendly to boost interview attendance by over 30%, and create advanced Excel-based tracking systems that accelerate time-to-hire and eliminate critical follow-up gaps.</li><li>Mentored 5+ recruiting specialists through targeted one-on-one training and ongoing real-time coaching, significantly boosting applicant communication by over 50%, driving seamless, on-time launches of new Amazon DSP locations under tight peak deadlines by streamlining and accelerating hiring workflows.</li><li>Spearheaded high-volume, fast-turnaround hiring for 30+ daily delivery routes of ~300 to 400 stops during peak seasons (Thanksgiving to New Year's, week following Prime Days), aligning recruiting strategies with logistics timelines to meet rapid expansion demands, ensuring fully staffed teams and on-time launches.</li></ul>	
	<b>DEPARTMENT OF CONTINUING AND INTERNATIONAL EDUCATION - UMIAMI</b> <i>Pre-College Leader / Teacher Assistant</i>	<b>CORAL GABLES, FLORIDA</b> <i>June 2025 - July 2025</i>
	<ul style="list-style-type: none"><li>Mentored cohort of 30 high school students during intensive 3-week college program, providing targeted feedback on projects aligned with professor grading criteria to boost academic confidence and project quality.</li></ul>	

## WORK EXPERIENCE



### DEPARTMENT OF CONTINUING AND INTERNATIONAL EDUCATION - UMIAMI

CORAL GABLES, FLORIDA

Pre-College Leader / Teacher Assistant

June 2025 - July 2025

- Collaborated with professors to clarify expectations and tailor feedback while managing student behavior and logistics during visits to 6 Miami sports organizations, where students met with over 30 industry professionals, from vice presidents to senior executives, while preparing site materials, enforcing facility safety rules and conduct policies, and ensuring smooth, professional group interactions throughout.
- Supervised and supported 554 on-campus residents as a live-in residential leader, enforcing housing policies, curfew regulations, and controlled building access to ensure only approved students were permitted entry, maintaining a safe, structured, and secure living environment throughout the 3-week program.



### HARBOR CASE CO LLC

GIG HARBOR, WASHINGTON

Small Business Owner / Chief Executive Officer

April 2020 - August 2021

- Launched and scaled e-commerce brand using Shopify and Wix, designing product artwork, using sublimation processes, expanding product line from phone cases to 10+ custom technology and lifestyle items, generating \$50,000+ annual revenue across 10+ countries through direct-to-consumer channels.
- Built and executed digital marketing strategy using Canva, Meta Business Suite, Instagram, TikTok, Pinterest, and email campaigns to grow brand visibility, increase conversion rates, drive web traffic, and secure unpaid influencer placements and marketing advertisements with TikTok creators with up to 9.8M followers.
- Tracked view-to-checkout analytics and user behavior trends to optimize pricing, product placement, and remarketing efforts while designing 5+ Wix websites and custom hand-drawn logos for 10+ small businesses, providing comprehensive branding support, layout strategy, and ongoing client consultation.

## VOLUNTEER EXPERIENCE



## ACTIVITIES



2024 - 26 Member  
2026 - 27 Director of  
Professional Development



Fall 2025 Initiated Part of Inaugural Class  
Spring 2026 Member/Brother  
2026 - 27 President



Study Abroad  
Spring Break 2026  
Madrid & Barcelona, Spain

## TECHNICAL SKILLS

- Proficient in Adobe Photoshop; Email Marketing; FluidUI; Adobe Lightroom Classic; Meta Business Suite; Microsoft PowerPoint; Shopify; Social Media Marketing; Tableau; Figma;
- Advanced Proficiency in Calendly; Canva; Indeed Employers Platform; Microsoft Excel; Microsoft Word; Wix

## CERTIFICATIONS



1. Fundamentals of Digital Marketing
  2. Google Ads Measurement
  3. Google Ads Search
- Google Digital Academy (Skillshop)

## ADDT'L LANGUAGE

Conversational Proficiency in ASL

MS.