

# Michael Jeffrey Speight

## Experience

June 2008-June 2009

Huskie Athletic Scholarship Fund

DeKalb, IL

### Development Assistant

- Actively managed over 93 Annual Fund donors at the \$250-\$500 level leading to, an increase in monetary commitments from 8 donors, and a retention rate of nearly 95% upon conclusion of Annual Fund Spring Drive in August
- Successfully organized and managed a mailing campaign to over 14,000 prospects that has resulted in nearly 100 new Annual Fund participants
- Led entire Marketing and Development staff in sales of Independence Bowl tickets
- Brokered a printing partnership with FedEx Office resulting in annual savings of over \$8,000
- Designed and implemented aesthetic renovations to Huskie Stadium Skybox Seating
- Helped coordinate and run gameday operations of HASF Hospitality Tent for Football and Basketball

January 2007-May 2008

Academic Support &amp; Career Development Unit

College Park, MD

### Academic Tutor and Mentor

- Assisted student athletes in transition to academic rigors of collegiate level coursework
- Tutored array of athletes in subjects such as; Mathematics, Business, and Economics
- Taught athletes study skills and time management that will aid them throughout their college career

April 2007-July 2007

College Park Bombers

College Park, MD

### Marketing Director

- Sought out and found sponsorship deals with 3 local businesses
- Worked with launch, design, and creation of website: [www.collegeparkbombers.org](http://www.collegeparkbombers.org)
- Oversaw gameday activities, which included the setting up of broadcasters, ticket collectors, in-game promotions, and concessions

August 2006-Present

Prince George's County

Largo, MD

### Senior Economic Development Intern

- Compiled research on demographics of Prince George's County available workforce
- Met with small business companies in an attempt to improve the possibility for small business creation and growth in Prince George's County
- Introduced companies to potential tax incentives for being located in a designated enterprise zone

## Education

June 2005-May 2007

University of Maryland

College Park, MD

### B.A. in Economics

- Concentration in Mathematics
- Minor in Sports Commerce and Culture
- Dean's List: Fall 2005, Spring 2006, Fall 2006, Spring 2007

## References

References are available on request.