

# MICHAEL J. STALCUP

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## PROFILE

Licensed insurance producer and restaurant manager with 15+ years high-workload/high-standards hospitality experience. Experienced in primary/secondary research and writing business/marketing plans. Enthusiastic and creative ideas individual passionate about leading projects from inception to completion. Ability to motivate and keep team members focused.

## TECHNICAL SKILLS

Data Modeling and Forecasting ♦ SPSS ♦ Microsoft Office ♦ Adobe Creative ♦ Corel ♦ Oracle ♦ LaTeX ♦ Minitab ♦ HTML

## EDUCATION

### CLARK UNIVERSITY, SCHOOL OF MANAGEMENT – Worcester, MA

- ♦ MBA (GPA: 3.92/4.00) – May 2022
- ♦ Clark Investments and Trading Society

### COLUMBIA UNIVERSITY, SCHOOL OF PROFESSIONAL STUDIES – New York, NY

- ♦ MS in Enterprise Risk Management (GPA: 3.9433/4.33) – December 2018
- ♦ Co-founder, Secretary/Treasurer, & event planner of ERM Leadership Council

### COLLEGE OF CHARLESTON, SCHOOL OF BUSINESS – Charleston, SC

- ♦ BS in Finance (magna cum laude) – May 2017
- ♦ ΒΓΣ, ΦΚΦ, & ΟΔΚ Honor Societies; ΑΚΨ & Microfinance Club
- ♦ Farbstein Internship in Entrepreneurial Studies – Spring 2016

## LICENSES & CERTIFICATIONS

- ♦ ServSafe® Food Protection Manager Certification – National Restaurant Assoc. Educational Foundation (NRAEF)
  - Cert. # 22421950 Exam Form # 10781 issued 7/26/2022 exp. 7/26/2027
- ♦ Insurance Producer (Life/Accident & Health or Sickness) – Commonwealth of MA – June 2021 exp. Jan. 2024

## PROFESSIONAL EXPERIENCE & INTERNSHIPS

### SONIC DRIVE-IN – Charleston, SC

- ♦ Associate Manager – June 2022 – current
- ♦ Leading shifts managing all aspects of customer service and food preparation and quickly and effectively training new hires with Microsoft and Oracle-based systems.

### AMERICAN FAMILY LIFE ASSURANCE COMPANY (AFLAC) – Auburn, MA

- ♦ Associate – August 2021 – current; Sales Internship Program – June - August 2021
- ♦ Earned producer license after successful training/onboarding program to sell supplemental/life insurance products.

### ACCL MARKETING – Worcester, MA

- ♦ Client Acquisition Manager Intern for start-up marketing firm – Summer 2020
- ♦ Assisted with lead generation efforts and in-depth market research.

### LINE COOK EXPERIENCE (1994 – 2015)

- ♦ Coordinated high-volume/standards teamwork, leading to sous chef/kitchen manager-in-training roles.
- ♦ Executed precisely at entire spectrum of workstations inclusive of cold dishes, all protein types prepared in diverse ways, crudités, charcuterie, ornate event platters, & varieties of hors d'oeuvres.
- ♦ Directed shifts often as sole kitchen employee, responsible for all back-of-house duties open to close.
- ♦ Managed customer service and employee relations with individuals from diverse backgrounds, requiring excellent communication, mediation, and problem-solving skills in high pressure environments.

- THE VENDUE, Charleston, SC April 2014 – January 2015
- RISING HIGH CAFE – Charleston, SC February 2013 – January 2014
- TOAST OF CHARLESTON – Charleston, SC January 2011 – February 2013
- FISH RESTAURANT – Charleston, SC January 2007 – August 2010
- MARKET PAVILION HOTEL – Charleston, SC January 2003 – August 2005

(full cooking experience details available upon request)