

# Simone Janjua

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## EDUCATION

### University of Miami

Coral Gables, FL

*Bachelor of Arts in International Studies*

December 2025

*Minors in Entrepreneurship, Sports Administration, Spanish and History*

- **Study Abroad:** Studied spring semester 2025 at the Barcelona School for International Studies
- **Relevant Coursework:** European Sports Business Management, Sports Administration, Microeconomics, Macroeconomics, Marketing, International Relations, Finance, Transnational Social Movements, Kinesiology and Spanish

## WORK & LEADERSHIP EXPERIENCE

### Mankind Grooming & Services

Coral Gables, FL

*FOH Manager/Bartender*

May 2024 – November 2024

- Managed front-of-house operations by overseeing appointment scheduling, customer check ins, and staff coordination creating a 15% increase in gross income compared to summer 2023
- Prepared and served specialty cocktails as a bartender ensuring quick service and using interpersonal skills to create a regular client base

### Freeflow Fit

Miami, FL

*Social Media Marketing Intern*

May 2024 – September 2024

- Created engaging UGC content for the brand's social media platforms boosting overall awareness of the fit shot products
- Coordinated outreach to influencers who fit the target market profile, establishing partnerships and successfully sending PR packages creating brand recognition in the fitness community on social media

### DO & CO

Miami, FL

*Fine Dining Server*

May 2024

- Delivered high-end service to elite guests in the McLaren Suite in the Paddock Club during the Formula 1 Miami Grand Prix, showcasing professionalism, discretion and adaptability in a fast-paced sports environment at Hard Rock Stadium.
- Demonstrated efficiency and teamwork by seamlessly collaborating with event staff under high-pressure conditions, building familiarity with stadium operations and logistics.

### Delta Phi Epsilon

Omega Chapter, Miami, FL

*Social Chair*

March 2023 – August 2024

- Organized 75+ events by leveraging communication and planning skills resulting in a 70% increase in event attendance and engagement from the sorority
- Fostered relationships with other Greek letter organizations through networking and negotiation creating close bonds within Greek life and an stellar reputation for the sorority

### Pelican Ski & Pools

Whitehouse Station, NJ

*Salesperson/Cashier*

October 2020 – August 2022

- Generated \$10,000 monthly in sales through personalized product recommendations and strong customer service for commission
- Demonstrated expert product knowledge to educate customers on pool and ski gear creating high customer satisfaction as the youngest salesperson ever in the company at age 17 with the overall lowest product return rate of 2%.

## **SKILLS & ACTIVITIES**

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**Languages:** Proficient in Spanish, Received Seal of Biliteracy in 2021

**Technical Skills:** Microsoft Office Suite (Excel, Word and Powerpoint), Google Workspace (Docs, Sheets and Slides), Social Media (Instagram and Tiktok)

**Activities:** Delta Phi Epsilon Sorority, Miami International Relations Association, UPurr