**Emily Egbers**

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**Education**

Indiana University-Purdue University Indianapolis (IUPUI), Indianapolis, IN

IU School of Physical Education and Tourism Management

* Bachelor of Science in Sports Management
* Minors in Business, Corporate and Organizational Communication, and Coaching
* 2019 IUPUI Top 10 Student
* 2019 IUPUI Top 100 Student
* IUPUI Rising Star Award 2018

Tiffin University, Tiffin, OH

Tiffin School of Business

* Masters of Business Administration (MBA), Expected May 2021
* Concentration in Sports Management
* Dean’s List Highest Honors, 4.0 GPA

**Relevant Experience**

Fidelity Investments

*Workplace Planning Consultant I, May 2021 – Present*

* Take inbound calls from clients to help with their retirement planning needs
* Top three on the team after only one month in the role
* Over $10 million moved to Fidelity retail accounts in two months

Fidelity Investments

*Workplace Planning Associate, October 2020 – May 2021*

* Led the team with daily contact and referrals for appointments to consultants
* Assisted clients with planning for retirement

Cincinnati Reds

*Fundraising and Operations Coordinator, November 2018 – October 2020*

* Operate $1.3+ million Split the Pot program while staying within budgetary constraints
* Surpassed first year (2019) season goal by over $125,000
* Hire, schedule, and oversee 12 interns and 10 Ball Boys and Ball Girls
* Operate Reds Baseball Camps for kids as it pertains to Great American Ball Park
* Acquire and retain over 1,500 volunteers per Reds season
* Assist with all Reds Community Fund fundraising events including, but not limited to, Redlegs Run, A Night of Their Own, Telethon, and Johnny Bench Awards
* Help with Reds Community Fund social accounts and generate ideas for page activation

Cincinnati Reds

*Fundraising Intern, March 2018-October 2018*

* Help to plan, coordinate, and execute the major Community Fund events throughout the year
* Serve as point of contact for all volunteer groups, as well as training them when they arrive at the ballpark
* Post on the Reds Community Fund Facebook page and Twitter page

Cincinnati Reds Community Fund

*Game Day Intern, April 2017-October 2017*

* Finished in first place on the team, selling over $144,618 in ticket sales for the Reds Community Fund in one season (approximately 60 games worked)
* Broke the all-time selling record by nearly $8,000, #1 in per game average sales
* Interacted with fans and guests to provide the “Reds Way” of customer service

**Leadership**

Jagathon: IUPUI’s Dance Marathon

*Vice President of Membership, April 2018-Present*

* Communicate with and engage over 40 Riley families, 300 committee members, and 1,300+ dancers
* Lead a membership committee of over 75 students
* Personally fundraised over $6,000 in one year, which contributed to the $605,178 total

Indianapolis Indians Inside Sales Project, Indianapolis, IN

*March 2018-April 2018*

* Completed the Sports Sales Course at IUPUI with an emphasis on consultative sales training
* Completed sales and product training with Indians staff
* Served as Account Executive and personally contacted 218 prospects
* Sold full menu marketing plan including full season, mini-season, group packages, and single game tickets
* Maintained detailed records in customer database management system

South Eastern Indiana Volleyball Club, Batesville, IN

*Head Coach, November 2014-April 2018*

* Schedule practices, games, and tournaments for athletes
* Led multiple teams to top finishes in 9 elite national tournaments
* Send social content to club president following all team tournaments

Jagathon: IUPUI’s Dance Marathon

*Director of Special Ceremonies, April 2017-March 2018*

* Helped to raise over $501,374 in one year for Riley Hospital for Children
* Led a committee of 12 people to create four in-event ceremonies to take place at the marathon
* Plan and execute Opening Ceremony, Run to Riley, Candlelight Ceremony, and Closing Ceremony for over 2,000 people in attendance at the event