

Eleanor Gregson (DOB: 6/7/99)

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Education & Awards

- 9/18 – 7/21 University of Bristol
- BSc Economics and Management: **1st Class Honours** (2015)
 - **Bristol Red** (full sporting colours) and **Most Improved Sportswoman** across the entire university (2015)
 - **Bristol Plus Outstanding Award – one of 25 awards** given for outstanding employability skills (2015)

Work Experience

- 5/22 – Present Senior SDR @ Meta
- **Promoted 6 months ahead of schedule** as a result of hitting 200% of my quarterly target for 2 consecutive quarters and **breaking the company record** for # of meetings booked in one quarter.
 - Led multiple lead generation campaigns and demo calls and was asked to train the rest of the BDR team on my approach to cold-emailing.
- 8/21 – 5/22 Commercial Graduate (Buying) @ Tesco
- Completed 2 buying rotations across Grocery and Impulse categories. Led several cost-price negotiations with multiple large suppliers.
 - **Awarded “Most Impressive Graduate”** for my range change in the Impulse category which led to a 10% increase in sales YOY and a 25% increase in new customers.
- 6/20 – 8/20 Trading Intern @ Goldman Sachs
- 8 week Trading internship where I was **subsequently offered a full-time role**
 - **Top trader** of my intern group

University of Bristol Extra Curricula

- 9/19 – 7/21 Tennis Club (Captain & Treasurer)
- **Women's 1st Team Captain** (2020-21) – dealt with team selection problems and training issues associated with limited court space by creating a 3rd team and personally running an additional session
 - Treasurer (2019-20) – turned the club from loss-making to profitable by raising prices, **doubling membership from 100 to 200** (50% off prices during summer), obtaining sponsorship (£600) and university funding (£150)
- 10/19 – 7/21 Racket Restrung Business
- Set up a tennis racket restringing business with total income of over **£2000** (190 + tennis rackets restrung)
 - Advertised my business across social media and offered deals for first-time users
- 10/19 – 6/20 Course Representative for Economics, Finance and Management (EFM)
- Due to numerous complaints about the quality of teaching, I ran for, and was elected, Course Representative to **represent 300+ students on my course**
 - Petitioned the university for changes to teaching and organised the first ever ‘EFM Course Fair’, bringing together students and lecturers to help younger students select the most relevant and well-taught modules which was **attended by 150+ students**
- 9/19 – 3/20 IBM Universities Business Challenge (Winners)
- My team and I won the IBM UBC, **beating 311 university teams from across the UK** in the process
 - Despite not knowing each other before selection, we worked extremely well as a team because we used a democratic process that stopped overbearing team members from influencing others' views
- 9/19 – 12/19 Bristol Teach First Inspire Charity
- Volunteered by recruiting students to mentor in poorly performing schools to boost university applications

Additional Experience

- 2/12 – 7/12 YK Pao School (in Shanghai, China) – six months as an English teaching assistant (learned basic Mandarin)

Languages

English - fluent, **Spanish** - intermediate, **French** - intermediate, **Mandarin** – basic