

# Sophia Szelag

8 Plymouth Drive  
East Windsor, NJ, 08520  
609-752-9198  
[sophia.szelag@gmail.com](mailto:sophia.szelag@gmail.com)

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## Experience

March 2025- Presnet

### **SidelineSwap (Hybrid)**– *Regional Trade In Coordinator- Philadelphia Region*

- Run weekly trade in events at various sports equipment stores in the Philadelphia Region
- Manage account on SidelineSwap with hundreds of items in inventory at a given time
- Build and maintain strong relationships with clients and vendors to secure a quality inventory.
- Develop marketing strategies to promote trade in events to maximize exposure
- Provide expertise on various sports equipment to help customers make informed purchasing decisions.
- Provide top tier customer service to all customers

March 2023 – March 2025

### **MonkeySports, Woodbridge NJ** – *Retail Sales Associate*

- Work under multiple department supervisors to effectively sell, merchandise, and repair ice hockey equipment
- Expert in fitting and selling equipment for ice hockey player and goalie
- Process and merchandise new stock to most effectively present and sell the product.
- Lead the store in sales numbers between Summer 2023, top 3 in sales Summer of 2024
- Professionally provided top-tier customer service to all customers
- Effectively handled cash and using a POS system

September 2023 – November 2023

### **Olive Tree Branch Real Estate Investments (Remote)** – *Business Intern, Real Estate Investments*

- Reported directly to the CEO performing tasks related to property management, career coaching, and real estate investing and flipping
- Researched area comparable homes to accurately price short term rental
- Completed career coaching survey about a potential career coaching event
- Researched pricing strategies for both short- and long-term rental
- Completed a Sales Pitch to potential investor regarding the listing for a short-term rental property

March 2022 – May 2023

### **Arcadia University Athletics Department, Glenside PA**– *Gameday Event Staff*

- Work under event manager performing various tasks to ensure all athletics events are run smoothly
- Duties include camera operator for livestream, ticket sales, apparel sales, and security.

June 2020- September 2022

### **Ztending Goalie School, Bristol PA – Assistant Goalie Coach**

- Assist the Head Coach with all tasks and implementing drills on and off the ice
- Act as a role model/mentor to younger/newer goalies that need extra guidance
- Communicate with parents and coaches regarding progress of athletes
- Fostered a culture of good sportsmanship, willingness to learn, and professionalism.

## **Education**

August, 2021- May, 2025 (anticipated)

### **Arcadia University, Glenside PA. – Bachelor of Arts: Sport Management, Business Administration Minor**

Currently enrolled at Arcadia University seeking a Bachelor of Arts in Sport Management and a Business Administration minor.

- Pursuing a comprehensive curriculum in Sport Management with a focus on business applications in the sports industry.
- Coursework includes key subjects in financial accounting, sport marketing, law, economics, and management.
- Developed practical skills in Excel for business, event management, and international organizational behavior.
- Engaged in a capstone research seminar to apply theoretical knowledge in real-world sports management scenarios.

## **Leadership**

### **Intercollegiate Athletics**

NCAA Division III Ice Hockey Team

- Gained valuable leadership experience
- Valuable team-building experience
- Devoted 20+ hours per week while also balancing a full-time course load
- Conference Champions in 2023-2024 season
- Team Goaltender

### **Community Service**

- Volunteer with the PA Special Olympics Volleyball Team
- Volunteered at Providence Animal Shelter in Media, PA
- Volunteer Coach for the Lady Patriots Hockey Club

## Skills

- Proficient in MS Office
- Visual Merchandising
- Use of a POS System (iVend, NewStore)
- Cash Handling
- Customer Service
- Project Management
- Team Collaboration
- Communication Skills
- Sales Promotion and Strategy
- Time Management & Multitasking
- Problem Solving & Critical Thinking
- Event Management