

# MICHAEL R. YADLOSKY

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## EDUCATION

### Stetson University

*Bachelor of Business Administration*

Majors: Professional Sales & Entrepreneurship | Minor: Management | GPA: 3.33

DeLand, FL

*Expected May 2027*

## EXPERIENCE

### Foundation Risk Partners

*Sales Intern, Corporate Headquarters*

Ormond Beach, FL

*Jun 2026 – Jul 2026*

- Selected for an 8-week internship at the national HQ of one of the fastest-growing U.S. insurance brokerages, rotating across Commercial P&C, Risk Management, and Employee Benefits
- Use Microsoft Copilot to research and synthesize commercial policy information, building enterprise-AI workflow experience

### Winola Farm

*Business Development Intern*

Port Orange, FL

*May 2025 – Aug 2025*

- Analyzed \$643K+ in product sales and revenue data across Excel and Square POS, identifying top performers and underperforming SKUs against margin targets
- Drove a product-line rationalization that cut low-margin items and concentrated inventory on proven sellers, informing pricing and positioning across 5+ sites
- Conducted market and competitive research to identify high-traffic locations and demand drivers, supporting a \$1.5M expansion initiative

*Operations Intern*

*May 2024 – Aug 2024*

- Analyzed operational performance data to improve execution, increasing processing efficiency by 20% and order accuracy to 98%

### ALSAC / St. Jude Children's Research Hospital

*Event Co-Coordinator — Pars and a Purpose for Children's Cure*

Port Orange, FL

*Aug 2025 – Present*

- Co-coordinated and emceed a charity golf tournament raising \$60K+ for pediatric cancer research, running the live auction and awards ceremony
- Owned event logistics end to end, from sponsor partnership coordination and prize-basket assembly to day-of execution; returning to lead the event again in October 2026

## LEADERSHIP & ENTREPRENEURSHIP

### Hatter Consulting

*Founder & President*

DeLand, FL

*Mar 2026 – Present*

- Founded Stetson University's first undergraduate consulting club; recruited a full executive board, secured the first board of directors member, and launched recruitment campaigns ahead of fall operations
- Selected as 1 of 10 students university-wide for the Joseph C. Prince Entrepreneurship Program, Stetson's competitive founder cohort, with faculty mentorship and national competition

### Sigma Phi Epsilon Fraternity

*Vice President*

DeLand, FL

*Nov 2024 – Apr 2026*

- Directed major fundraising efforts including alumni prospecting, raising \$60,000 for the Balanced Man Scholarship and \$15,000 during the annual Queen of Hearts philanthropy week

*Vice President of Learning Community*

*Nov 2023 – Nov 2024*

- Designed a peer mentorship program pairing younger members with upperclassmen for academic guidance, course selection, and structured co-study sessions
- Built member-run accountability systems that raised the chapter's average GPA from 2.7 to 3.3

## INCOMING — FALL 2026

**Hatter Angels Investments Program — Investment Analyst (selected):** screening 60+ early-stage deals/semester for accredited investors managing a \$1.62M fund.

**GolfSim24 — Growth & Strategy Lead (starting Aug 2026):** market analysis and financial projections for Florida-market expansion.

## CERTIFICATIONS & HONORS

**Certifications:** Anthropic Claude 101 & AI Fluency (2026) | SouthState Bank Financial Literacy (2025) | CITI IRB Members' & Social & Behavioral Research (2025)

**Honors:** Sigma Nu Tau, Order of Omega & Alpha Phi Omega Honor Societies | SigEp Brother of the Year & Ruck Scholarship (2025)