

Education

MIB	University of St. Thomas International Business	2009	BBA	University of St. Thomas Business Administration Psychology Minor Cum Laude	2004
MBA	University of St. Thomas Double Concentration in Marketing and Finance	2006			

Faculty Experience (11 years)

Lead Faculty Goldman Sachs 10k Small Business, HCC 08/15 – 08/16

- Responsible for the full design, development and execution of 10,000 Small Businesses national curriculum in Houston.
- Responsible for the hiring and training of module faculty and helping them better facilitate their instructions.
- Responsible for providing feedback to Babson College about the localization of the curriculum materials as they pertain to Houston area small businesses.
- www.hccs.edu/10ksb

Marketing Faculty Goldman Sachs 10K Small Business, Babson 01/11 – Present

- Facilitated the 400+ student Small Business Owners' (Ranging from \$150,000 in revenue to \$10 million) development of a growth opportunity and marketing strategy in Houston and at Babson College
- Work with Babson College Department of Entrepreneurship Faculty to develop and present a curriculum to small businesses nation-wide
- Over four years, 68% of my students grew revenue and 57% added jobs.

Program Director Teen Entrepreneur College, HCC 01/13 – 12/14

- Recruited over 100 high school student applicants for the dual-credit HCC program's 15 coveted spots
- Solicited community small business involvement, and raised over \$20,000 in cash and services donations to the program.
- Created an Investor Panel, which invested \$6,000 in eight young businesses. (Mini-Shark Tank)
- The program's first class created 13 new High School CEOs with over \$10,000 in revenues the first three months.

Adjunct Professor Houston Community College, Business Dept. 08/06 – Present

- Taught Classes: Small Business Management, Entrepreneurship, International Business, Principles of Imports, Principles of Exports, Marketing, Marketing Research, Human Resources, Supervision.
- Pioneered the standard for the entire HCC System's Business Department of requiring a full Business Plan as the final exam for the Small Business Management Class BUSG 2309
- Taught online using systems: Blackboard, Basecamp, Facebook, Eagle Online

Adjunct Professor The Art Institute of Houston

03/07 – 01/09

- Taught Classes: Sales and Event Promotion, Retail Math, Introduction to Retailing, Event Production, Business Ownership, International Business
- As the first business instructor at AIH for the Fashion Program, I pioneered the standard curriculum for each class.
- Faculty Sponsor for the Fashion Club

Businesses Currently Owned (10 years)

UZO Umbrellas

Created January 2007

- Created umbrella brand UZO and obtained US trademark and 24 umbrella patents throughout Europe, Asia, and the United States
- Traveled to China and Turkey to develop manufacturing relationships
- Successfully placed UZO Umbrellas at Neiman Marcus, Bergdorf Goodman and other smaller boutiques around the country and internationally.
- www.UZOumbrellas.com

Firat Educational Solutions

Created October 2008

- Co-founded Firat Educational Solutions (FES), an educational consulting company in Houston, TX
- Grew FES revenues every year since inception at least 50% each year.
- Implemented International Firat Academy with an office in Istanbul, Turkey to serve international students who want to study in the United States
- www.FiratEducation.com

Firat Group

Created August 2012

- Growth Consulting Group that coaches small business owners and their teams throughout the United States to get them to the next level.
- International exporting consulting that connects businesses in the United States with businesses overseas that want their products or services

Croqui Stencil

Created July 2013

- Fashion Stencil company that sells stencils to fashion students and schools around the world
- www.CroquiStencil.com

Base Alpha

Created October 2014

- Educational toy company that produces the Alpha Balls set
- Sourced from China
- www.AlphaBalls.com

Work Experience (Non-Faculty & Non-Ownership) (16 years)

School of Retail Leadership II HEB

Jan 06 – Dec 06

- Responsible for the entire operation, marketing, and financial performance of the store's Deli/Food Service Department
- Hired, trained and developed new and existing partners
- Like-store department sales up 12% and consistently exceeded gross profit and sales per labor hour budgets

School of Retail Leadership I HEB

2005-2006

- Responsible for the entire operation, marketing, and financial performance of the store's dry grocery, bread, dairy, frozen, and beer/wine departments
- Averaged \$350,000/wk in sales
- Broke total grocery department sales record set in 1999

Management Intern

HEB

Summer 2004

- Implemented process to reduce shrink in the Houston Urban Region
- Saved one store \$20,000 in labor expense in 10 weeks, over half a million in a year
- Worked with HEB corporate office to include design in current and future stores throughout the Houston Division

Management Intern

HEB

Summer 2003

- Increased the average item price in the produce department from \$0.33 to \$1.07 in 10 weeks
- Increased gross profit by marketing, merchandising, and changing sales mix
- Decreased shrink through front-end education of produce

Manager-in-Charge

HEB

2001-2004

- Responsible for the entire operation and marketing of the store in the absence of the Unit Director
- Directly responsible for the training, development and performance of the store's Service Director, Bookkeepers, and Assistant Service Managers
- Increased sales per labor hour to meet budget without sacrificing customer service
- Wrote Service Department Bookkeeping Training Manual

Speaking/Training Experience

June 2010: Higher Education Consultants Association Conference Workshop Speaker on Social Media Marketing
March 2012: Fashion My Future Marketing/Entrepreneurship Speaker
March 2013: Fashion My Future Marketing/Entrepreneurship Speaker
March 2014: Fashion My Future Marketing/Entrepreneurship Speaker
October 2014: Goldman Sachs 10ksb National Training – Marketing Faculty Trainer/Speaker
February 2015: River Oaks Women’s Breakfast Club Speaker on Start Ups
March 2015: Fashion My Future Marketing/Entrepreneurship Speaker
May 2015: The Mommie Series Speaker on Family Education
March 2016: Fashion My Future Marketing/Entrepreneurship Speaker
October 2016: Independent Educational Consultants Association Conference Workshop Speaker on Marketing
October 2016: Fashion Group International Business Event Speaker on Business and Marketing
January 2017: Westchester Academy for International Studies: Marketing Speaker
March 2017: Fashion My Future Marketing/Entrepreneurship Speaker
March 2017: Johns Hopkins University 10ksb Faculty on Opportunity Assessment
May 2017: Independent Educational Consultants Association Conference Workshop Speaker on Marketing