

Luke A. Sullivan

709 699 8134 | [LinkedIn](#) | lalexanders@mun.ca | 2 Bonnycastle Crescent

EDUCATION

Bachelor of Commerce (Co-op)

St. John's, NL

Memorial University of Newfoundland

Sep 2022 – Expected May 2027

- GPA: 3.85 / 4.00
- Dean's Lists 2022 – 2024
- Transforming Our Horizons Entrance Scholarship 2022-2023
- Concentration: Finance

High School Diploma

St. John's, NL

Gonzaga High School

Sep 2019 – June 2022

- Graduated with honours

PROFESSIONAL EXPERIENCE

Moxies

St. John's, NL

Server / Host

June 2023 – Present

- Serve tables during peak busy periods.
- Arrange seating for guests and oversee the seating arrangement plan.
- Observe restaurant operations to gauge the pace of seating and dining.
- Address guest questions and demands with a courteous and effective demeanour.

Pursuit Collection

Jasper, AB

Host / Server Assistant

May 2024 – August 2024

- Assisted with tasks such as food running, expo and responding to patron's requests.
- Served tables in an upscale dining atmosphere.
- Set up for and served banquets of over 50 guests.

Orangestore

St. John's, NL

Sales Associate

Sep 2019 – Sep 2022

- Aided in the training of new employees.
- Managed cash transactions and deposits accurately, maintaining cash handling integrity.
- Conducted stock counts and assisted with store closing procedures.
- Addressed and resolved customer issues promptly and professionally.

VOLUNTEER EXPERIENCE

The Fund at Memorial University

St. John's, NL

Sector Manager

Sep 2023 – Present

- Produce and present equity research and investment proposals for a student-directed asset portfolio of over \$300,000.
- Prepare discounted cash flow models, comparables tables, and other analyses to evaluate current holdings and potential investments.
- Manage a team of four analysts developing stock pitches.

Luke A. Sullivan

Avalon Celtics

St. John's, NL

Assistant Hockey Coach

Sep 2018 – May 2019

- Demonstrated drills during practices, contributing to player development.
- Planned practices to ensure skill progression and team cohesion.

COMPUTER SKILLS

Experience in the following:

- Creating businesses then developing websites, marketing, and selling items using Shopify.
- Microsoft Excel, through courses, certifications, and the development of financial models.
- Complete Microsoft Office Suite.
- Computer building and troubleshooting.

VOLLEYBALL

- NLVA Men's Adult League Sep 2024 – Present
- Paradise Co-Ed League Sep 2023 – May 2024
- Gonzaga Varsity Boys Volleyball Sep 2019 – June 2022

AWARDS AND CERTIFICATIONS

- Marquee Group DCF & Financials.
- Bloomberg Market Concepts.
- Duke of Edinburgh – Bronze award recipient.

Luke A. Sullivan

REFERENCES

Dr. Kirby Shannahan
Professor of Marketing
Faculty of Business Administration
Memorial University of Newfoundland
kirbys@mun.ca
(709)763-9722

Ms. Shawn Haynes
Manager
Terra Restaurant
Pursuit Collection
shaynes@pursuitcollection.com
(587)783-6687

Mr. Joe Argentino
Professor of Music
Memorial University of Newfoundland
joeargentino1@gmail.com
(709)771-1312