

Thomas H. Hefner

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WORK EXPERIENCE

- Nov 2010-May 2011 **VRE Education**, Stockholm, Sweden
High school substitute teacher
- Taught classes in English, social studies, history, and Swedish
 - Responsible for classes averaging 20 students
 - Successfully worked with classes regarded as highly difficult, handling bullying and violence
- 22 months during 2002-2009 **Insplanet AB**, Stockholm, Sweden
Insurance broker
- Advised and sold private insurance to customers by phone, against a 100% commission based salary
 - Conducted up to 50 calls/day with a daily turnover of \$3,000 – \$12,000
 - Sold insurance amounting to a total net volume of over \$850,000
 - Achieved official rank as a top-three seller in company, based on monthly sales, competing against 50
- Jun-Oct 2008 **United States Embassy, U.S. Commercial Service**, Stockholm, Sweden
Intern
- Researched and wrote market reports on Swedish boat and broadband internet markets
 - Revised ambassador's investment list of 50 Swedish green-tech companies, acting as the embassy's contact person to all the companies, in doing so
- Jun-Aug 2007 **Arthur J. Gallagher & Co**, Glendale, California
Summer associate
- Presented own research of two strategic partners' business-level strategies to all 30 of branch's staff
 - Arranged meeting with prospective multi-million dollar client, Jacobs Engineering, by cold calling
 - Recognized with "Star Award" for achieved "performance and client satisfaction"
- Jun 2003-Apr 2004 **Swedish Armed Forces, Royal Army Signal Corps**
Sergeant and squad leader
- Led an independently acting radio link squad, responsible for mobile communication relays
 - Managed squad under constantly shifting work conditions and mission objectives
 - Solved tasks by quick and effective decisions, made under high uncertainty and pressure

EDUCATION

- May 2013 **Stockholm University**, Juris Doctor, **GPA: 3.88**
-Dec 2011 **University of Southern California**, B.Sc. Business Administration, **GPA: 3.61**
Jun-Jul 2009 **Kristianstad University College**, Business Intelligence, 7.5 ECTS
Jan-May 2005 **Stockholm University**, Business Administration, 30 ECTS
Aug-Dec 2004 **Södertörn University College**, Classical Rhetoric, 30 ECTS

EXTRACURRICULAR LEADERSHIP

- Aug 2010-Oct 2010 **Law School Student Government**
Vice President
- Initiated and led project for graduate management consulting students from the Stockholm school of economics (SSE) to provide free management consulting to the law school's faculty organization

ACHIEVEMENTS, SKILLS

- Received 760/800 (Q49, V47) on the GMAT exam, placing in the 99th percentile
- Received 2.0/2.0 on the Swedish SAT exam, placing in the 99th percentile.
- Skilled in word, excel, powerpoint, access, photoshop and outlook
- Languages : Native: Swedish, Fluent: English and Polish, Basic: French, Italian and Hebrew

INTERESTS

- Swimming, running, fitness training, yoga
- Reading books, modern art, good dining,