

Yuliya Batalova

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EDUCATION

Boston University School of Management; Boston, MA
Bachelor of Science in Business Administration
Concentrations in Accounting and Finance
Cumulative GPA: 3.98

May 2011

Activities/Honors

- Boston University Accounting Association, Vice President
- School of Management Dean's List for 2008, 2009
- LOCK Honorary Service Society, member
- Educational Resource Center, tutor

Academic Team Project

Competitive Analysis Project

- Compared and assessed the competitive strategies of Royal Caribbean Cruises Ltd. and Carnival Corporation in a team of six to determine the company that would be more successful in the next five years.
- Led the team in comparing competitive advantages of the two companies.
- Performed S.W.O.T. analysis of marketing strategies and evaluated the companies' financial positions through financial ratio analysis.
- Presented the findings in a form of a movie to a class of 40 people, demonstrating Carnival Corporation's advantage over Royal Caribbean Cruises Ltd.

EXPERIENCE

Stingray; St. Petersburg, Russia
Official distributor of Suzuki Marine in Russia
Assistant

Summer 2007, 2008

- Effectively communicated with approximately 120 dealers to promote Suzuki dealer meetings and test drives in Samara and Voronezh, Russia.
- Established an Excel database to register over 100 participants for the dealer meeting in Samara.
- Developed PowerPoint presentations highlighting the accomplishments of Stingray in Russia for presentation during Suzuki's annual European distributors meeting in Paris, France; awarded second place for strong presentation among dealers from 16 countries.
- Updated and maintained an Excel inventory database of Suzuki outboard engines, reducing time needed to resolve customer service inquiries.
- Translated Suzuki service manuals from English to Russian.

Spring Lake Day Camp; Ringwood, NJ

Summer 2004-2006

Waterfront Lifeguard

- Coordinated waterfront activities for groups of 20 children ages four to 15.
- Maintained safety standards and safety equipment, reducing the number of accidents.
- Resolved camper disputes, increasing safety and improving camping experience.
- Organized special waterfront events for themed weeks at Spring Lake Day Camp to represent and increase interest in the lake activities.
- Supervised waterfront activities during the absence of head waterfront lifeguard.

SKILLS

Fluent in Russian
Microsoft Excel, PowerPoint, Word, HTML, Dreamweaver
Knowledge of Java programming language

INTEREST

Participated in numerous dance competitions during an eight year period, winning over six career titles