**Marie Woulfe**  
Sunville, Ballymacelligott, Tralee, Co. Kerry  
Telephone: +00353851787815Email: [marie.woulfe@ucdconnect.ie](mailto:marie.woulfe@ucdconnect.ie)

**Professional Profile:** I am a final year Commerce International (German) student at UCD keen to turn my interest in the legal world into a successful career with a major international commercial firm like Byrne Wallace.

**Education:  
UCD: Bachelor of Commerce International (German) 2014-2018**  
GPA: 3.37/2.1 honoursRelevant Modules: Corporate Governance and Company Law (A-) Green Ventures (A)  
 Business Strategy (B) Data Analysis (A-)  
Current Modules: International Money and Banking Global Industry Analysis

**ERASMUS, University Regensburg, Germany: Bachelor of International Business 2016-2017**  
GPA: 2.1 honours  
Relevant Modules: Social Science and Business Management (A+) HRM

**University Achievements:**

* UCD Ad Astra Performing Arts Scholar for vocal performance 2014-2018
* UCD Academic Entrance Scholarship based on outstanding Leaving certificate results.
* Delegate to the UCD London Consulting and Finance trip 2015. The trip included visits, case study analyses and workshops in the top London firms in this field.

**Presentation Secondary School Tralee: 2008-2014**Leaving Certificate Points 575/625  
Relevant Subjects: Business Studies (HA1) Mathematics (HB1) French (HA1) Irish (HA1)

**Secondary School Achievements:**

* Rotary Ireland Young Leader of the Year 2013. The prize included a trip to Parliament buildings in Belfast, Dublin and the European Commission in Strasbourg along with 11 other young Irish leaders
* Manager of our Transition Year school bank in conjunction with the “AIB Build a Bank” Challenge and reached the 2012 All Ireland Finals
* All-Ireland finalist of the 2013 “Poetry Aloud” competition organised by the National Library of Ireland

**Work Experience:**   
**Weirs and Son Jewellers, 96-99 Grafton Street, Dublin 2: Summer 2015**

* Gold and Diamond Consultant
* One-on-one customer consultations and advisory on available products
* Negotiated prices with potential customers and closed sales
* Worked closely with department team to ensure client satisfaction
* Kept personal and account information of high net-worth clients confidential at all times. Responsible for maintaining security protocol at all times while handling jewellery

**John Ross and Son Jewellers, 4 Castle Street, Tralee: 2011 – 2017**

* Sales Assistant for fine and fashion jewellery
* Gained an invaluable insight into the demanding world of sales at a very early age
* Learned the importance of client confidentiality
* Deepened knowledge in fine and gemstone jewellery

**Skills Profile:**   
**Communication, negotiation and persuasion**

* Confident and experienced communicator with a strong ability to drive sales
* My experience as a sales consultant has helped me to develop very effective communication skills and the ability to form strong client relationships in a short time frame

**Flexibility**

* My dedication to maintaining my music and vocal studies to a semi-professional has called on me to develop flexibility, organisation and balance in order to succeed
* My ERASMUS year abroad tested me to adapt to new cultures, languages and people and to build a new life during my eleven month stay

**Collaboration**

* Developed strong ties with the gold and diamond department team during my time in Weir’s Jewellers, Grafton Street to ensure quick, efficient sales and cross-selling between departments
* Developed an A Grade Green Venture project for the Dublin Docklands in conjunction with Waterways Ireland. Our team of five students created a wellness resort prototype with a particular focus on renewable energy, organic food and wellness products for the workers of the Dublin Docklands district

**References:** Available on request