

Frankie Abralind

Mobile: 8043635563 - Ext:

Email: fabralind@gmail.com

Work Experience:

University of Maryland

University of Maryland

College Park, MD 20742 United States

10/2014 - Present

Salary: 15,000.00 USD Fee Basis

Hours per week: 15

Adjunct Professor

Duties, Accomplishments and Related Skills:

- Teach “ENES665: Innovative Thinking” for MTech’s Master’s of Technology Entrepreneurship. Developed 12-week online course curriculum from scratch; teach ~45 students per session from nine different countries via Skype and illustrated video lectures.
- Create & facilitate design thinking and Lean Startup labs and deep dives; support professors with existing classes to engage 600+ undergraduate students to be fearless Terps.

Supervisor: James Green (301.314.1450)

Okay to contact this Supervisor: Yes

HTA Design Thinking

3510 Center St NW

Washington DC, DC 20010 United States

07/2013 - 12/2014

Salary: 8,000.00 USD Piece Work

Hours per week: 25

Partner

Duties, Accomplishments and Related Skills:

- Provide human-centered design training and user testing services.
- Worked with USA Today team to prototype and test new mobile app that won internal innovation competition.
- Served as director of “Design Thinking: DC” (DT:DC), a 2,500-member educational organization.
- Co-created and led design thinking workshop for 50 participants of CFED’s “Microbusiness Financial Capability” conference.

Supervisor: self (8043635563)

Okay to contact this Supervisor: Yes

Sun Group of Businesses

35322 Bayard Rd
Frankford, DE 19945 United States

07/2012 - 07/2013**Salary:** 100,000.00 USD Per Year**Hours per week:** 50**Director of Operations****Duties, Accomplishments and Related Skills:**

- Developed and implemented marketing strategy for three sister companies: Sun Piledriving Equipment, National Rig Rental, and Emeca/ SPE, including brand messaging, logo design, marketing collateral and sales strategy.
- Promoted to Chief of Operations after six months; ran heavy-duty pile splice factory with staff of nine.

Supervisor: Sara Carlson (3022452289)**Okay to contact this Supervisor:** Yes**Calleva Outdoors**

13015 Riley's Lock Rd.
Poolesville, MD 20837 United States

06/2011 - 08/2011**Salary:** 1,000.00 USD Bi-weekly**Hours per week:** 60**Instructor****Duties, Accomplishments and Related Skills:**

- Designed and led "Building Green" program with staff of four, taught 10 intensive week-long programs.
- Recruited and organized weekend canoe trip camping adventure for 20 new clients.

Supervisor: Matt Markoff (301-216-1248)**Okay to contact this Supervisor:** Yes**Founding Farmers Restaurant**

1924 Pennsylvania Ave NW
Washington DC, DC 20006 United States

07/2009 - 08/2010**Salary:** 40,000.00 USD Per Year**Hours per week:** 35

server

Duties, Accomplishments and Related Skills:

Server, trainer

Supervisor: Christian Holmes ((202) 822-8783)

Okay to contact this Supervisor: Yes

Pogo Tree Experts

17328 Georgia Ave

Olney, MD 20832 United States

01/2004 - 07/2009

Salary: 22.00 USD Per Hour

Hours per week: 45

Technician

Duties, Accomplishments and Related Skills:

- Designed, built and operated farm-scale biodiesel plant, increasing fuel security for farm and saving up to \$1/ gal on fuel.
- Developed and taught classes and workshops for farmers, grad students, general public; sold \$11,000 in tickets.
- Lead Organizer, 2009 Collective Biodiesel Conference, Washington, DC: recruited and managed five-person organizing team; managed \$20,000 budget; emcee'd 90-person conference and related events. National conference speaker, '06, '07, '08, '09, '10.

Supervisor: Mary Harwood (301-774-2968)

Okay to contact this Supervisor: Yes

biodieselSMARTER

3510 Center St NW

Washington DC, DC 20010 United States

01/2006 - 06/2009

Hours per week: 20

Editor

Duties, Accomplishments and Related Skills:

- Created, launched magazine; reached 600 newsstands with 1,000 paid subscribers by 2010; sold \$15,000 of advertising.

Supervisor: self (8043635563)

Okay to contact this Supervisor: Yes

Jaleo Restaurant

480 7th Street NW

Washington DC, DC 20004 United States

11/2003 - 12/2004**Salary:** 35,000.00 USD Per Year**Hours per week:** 40**server****Duties, Accomplishments and Related Skills:**

Server, trainer.

Supervisor: Sandy Lewis (202-628-7949)**Okay to contact this Supervisor:** Yes

Fund for Public Interest Research/ Ecopledge.com

294 Washington St., Ste. 500

Boston, MA 02108 United States

01/2002 - 08/2003**Salary:** 18,500.00 USD Per Year**Hours per week:** 80**Campus Organizer****Duties, Accomplishments and Related Skills:**

- Raised \$140,000 for Chesapeake Bay Foundation, Human Rights Campaign and U.S. Public Interest Research Group.
- Managed staff of 25 including recruitment, training hiring & firing, payroll and accounting.

Supervisor: Andy MacDonald ((617) 292-8050)**Okay to contact this Supervisor:** Yes

Education:**Robert H. Smith School of Business** College Park, MD United States

Master's Degree 05/2012

GPA: 3.2 of a maximum 4.0**Credits Earned:** 55 Quarter hours**Major:** MBA **Minor:** Entrepreneurship**Relevant Coursework, Licenses and Certifications:**

- Recipient, Fellowship: Among top 5% of MBA cohort honored with one year scholarship for academic and professional excellence.

- President, Entrepreneurship Club: Organized Smith Venture Capital Investment Competition.

- Winner, Pitch Dingman Competition: Competed against four other student teams in quarterly all-campus competition.

Cornell University Ithaca, NY United States

Bachelor's Degree 05/2001

GPA: 3.4 of a maximum 4.0

Credits Earned: 142 Semester hours

Major: Design & Interior Architecture

Relevant Coursework, Licenses and Certifications:

- Representative, Student Assembly: Elected twice to represent College of Human Ecology in student government.
- President, United Progressives: Organized successful campaign that convinced Cornell to voluntarily commit to Kyoto Protocol.

Language Skills:

| Language | Spoken | Written | Read |
|----------|--------------|--------------|--------------|
| French | Intermediate | Intermediate | Intermediate |

Affiliations:

Design Thinking: DC - Former Director, 2014Netcito - Member826DC - Volunteer afterschool tutor

References:

| Name | Employer | Title | Phone |
|------------------------|------------------------|--|--------------|
| Matt Markoff (*) | Calleva Outdoors | CEO | 2407934661 |
| James Vaughn Green (*) | University of Maryland | Director of Entrepreneurship Education | 301.314.1411 |
| Karen Hold (*) | Experience LABS | CEO | 2087202321 |

| Name | Employer | Title | Phone | Email |
|------------------------|-------------------------|------------------------|--------------|-----------------------|
| Erica Estrada-Liou (*) | University of Maryland | Director of Curriculum | 301.405.5882 | eeestr3@umd.edu |
| Sara Carlson (*) | Sun Group of Businesses | Managing Partner | 3025395372 | sarachase13@gmail.com |

(*) Indicates professional reference
