

Gavyn Edelman

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EDUCATION

University of Maryland **College Park, MD**
Masters of Science, Management studies **May, 2026**
Cumulative GPA 3.7/4.0
Coursework: Financial Accounting/Mgmt; Data Driven Decision Making; Negotiation; Strategy; Consulting
Bachelor of Arts Communication, Digital Media **May, 2025**
Dean's List 2024-2025
Coursework: Business Writing; Persuasion; Accounting; Statistics; Quantitative Research; Presentation; Story telling

EXPERIENCE

Outback Steakhouse **Prince Frederick, MD**
Guest Services Supervisor – To-Go Division Assistant Manager- Server **July 2019 – Present**

- Advanced through four front-of-house roles: Host, To-Go Associate, Server, and Guest Services Supervisor by demonstrating leadership and commitment to exceptional guest experiences.
- Trained and supervised a team of 5+ staff, improving order processing time by 20% and boosting order accuracy and customer satisfaction.
- Streamlined operations, reducing waste by 15% through improved delegation and inventory control.

Academic Projects **University of Maryland, College Park**
Ausxin Market Entry Consulting Project – Team Lead **Feb 2026 – May 2026**

- Developed strategic recommendations on client targeting, AI adoption, pricing, and go-to-market strategy for Ausxin.
- Conducted market and competitive research on AI-enhanced CRM and call center solutions in Southeast Asia's banking and insurance sectors.
- Collaborated in a consulting-style team environment to create and present a research-backed final deliverable to client stakeholders.

AI Use in College Coursework Study **Spring 2025**

- Designed and distributed a Qualtrics survey to analyze undergraduate AI usage in academic writing.
- Conducted statistical analysis and co-authored a report on digital literacy and academic integrity.
- Presented findings on AI's impact on digital literacy, communication ethics, and instructional policy.

Delta Airlines vs American Airlines Profitability- Financial Accounting final project **Winter 2026**

- Analyzed Delta and American Airlines' financial performance from 2022–2024 using financial statements.
- Performed horizontal, vertical, and ratio analysis to evaluate profitability, liquidity, and efficiency.
- Presented findings through written analysis and financial visualizations to assess relative strength.

Additional Information

Clubs and Organizations: JROTC, Civil Air Patrol, Save the bees club, Flag Football, Soccer, Varsity Football

Technical: Data Visualizing Tools; Canva; Microsoft Office Suite; Adobe; Business writing; Customer Service & Conflict Resolution; Financial Accounting; Finance modeling; Excel; RStudios; Report Writing; Public Speaking

Language: Spanish, Elementary Level; German, Elementary Level