

# IAN BOWIE SZETO

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## EDUCATION

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University of California, San Diego | *Rady School of Management*

Graduated March 2026

B.S. in Business Economics, Minor in Finance

GPA: 3.77/4.00, *Provost Honors*

SAT: 1540/1600

- Relevant Coursework: Accounting, Business Finance, Data Analytics, Financial Investments, Financial Statement Analysis

## PROFESSIONAL EXPERIENCE

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**Triton Outfitters**

La Jolla, CA

Made TO Order Manager

Dec 2023 – Mar 2026

- Closed 30+ orders, generating over \$70,000 revenue, using Quickbooks and Shopify to create custom invoices and collect payment
- Reduced costs by 15% on applicable student orders by negotiating exemptions from UCSD's trademark licensing fees
- Reconciled \$20,000+ in procurement expenses monthly, using SAP to create financial reports tracking COGS and payment receipts
- Onboarded and managed a team of 3 sales associates, training them on order fulfillment processes and overseeing order delegation

**Ame Gemella**

Los Angeles, CA

Finance & Business Operations Analyst (previously Intern)

Jul 2025 – Jan 2026

- Designed P&L, FP&A dashboards, and revenue forecasting model to analyze e-commerce fees and inform financial planning
- Drove data-driven decision making, implementing cost-plus pricing strategy and scenario testing for the launch of 2 new products
- Supported month-end financial reporting by conducting variance analysis and providing actionable recommendations to senior management to improve profitability and resource allocation
- Created digital marketing materials for social media and email campaigns that generated 50K+ views and 615 interactions (10x increase month-over-month), enhancing brand visibility and audience engagement

**Ovilla Medical Group**

Chino, CA

Corporate Business Analyst Intern

Jul 2023 – Sep 2023

- Advised the implementation of an employee benefits program by corresponding with 4 ERISA attorneys and 8 401(k) providers and creating a detailed report that compared their prices, unique offerings, and customer service
- Wrote a business plan and pitch deck with the company's central mission, medical services, and market segmentation, communicating the business strategies, operational efficiencies, and unique value proposition to potential investors
- Created an average 20% savings on recurring expenses by creating a database that cross-references key metrics across suppliers

**8NET Inc.**

City of Industry, CA

Customer Service Representative

Jun 2022 – Aug 2022

- Processed 50+ orders a day using CRM (Magento/OMS) to direct order-picking operations and ensuring accurate stock quantities
- Collaborated with distribution, accounting, and executive teams to foster effective cross-functional collaboration
- Served 20+ customers daily, answering questions about our products and services via telephone and email, and increasing customer satisfaction by fulfilling refunds, handling exchanges, and offering special pricing

## LEADERSHIP EXPERIENCE

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**Alpha Kappa Psi** (Business Fraternity)

La Jolla, CA

President

Jun 2024 – Jun 2025

- Managed a \$10,000 chapter fund and worked with the VP of Finance to organize fundraisers and budget for events/national fees
- Organized a multi-channel marketing campaign that brought in 1,000+ prospective members to our recruitment events
- Oversaw 8 Executive Committee members in key functions such as hosting philanthropy events and inter-chapter mixers
- Planned and coordinated a 5 week educational program for potential new members that included expert industry presentations, networking and interview opportunities, personalized mentors, and professional development workshops

**MALWARE**

Walnut, CA

Founder

Jan 2022 – Nov 2022

- Increased brand identity and reached 10K+ viewers by producing short-form content for TikTok and Instagram
- Designed a unique and recognizable logo by utilizing graphic design/3D modeling software such as Procreate, Figma, and Blender
- Manufactured custom clothing by merging my 8 years of sewing and fashion design experience with self-taught industry competencies such as finding and contacting overseas manufacturers, creating technical packs, and sourcing fabric

## SKILLS AND INTERESTS

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**Skills:** Excel (Financial Modeling & Variance Analysis), Graphic Design, PowerPoint, Project Management, R, SAP Concur, Tableau

**Interests:** Fashion Design and Sewing, Electronic Music (DJ), Long Distance Running (Half-Marathon), LGBT rights/Visibility