

Brooke Ann Dominiak

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Personal Website [Brookedominiak.com](#) | Startup Website [togobros.com](#) | Club Website [FUSEA.COM](#)

EDUCATION

Furman University - *magna cum laude* (GPA: 3.8/4.0) **Greenville, SC**
Bachelor of Arts in Communication Studies/Media Track & Bachelor of Arts in Design Innovation 2022
Certifications: Furman's Business & Innovation Accelerator, Design Thinking May Experience, GVL Starts Incubator
Extracurriculars: FUSEA, ADPI, RMHC, Club Lacrosse, Heller Service, Communications Advisory Board, Investment Club
Leadership: Entrepreneurship Association FUSEA - President 2022, VP 2021; Club Lacrosse President 2021

HONORS & AWARDS

- Omicron Delta Kappa National Leadership Honor Society 2022
- Furman Babb Memorial Award for Outstanding Qualities of Leadership, Scholarship, & Service 2022
- \$10,000 Winner of the Southern Conference Entrepreneurship Challenge against 17 teams & 10 colleges 2022
- 2nd in Furman's Non-Profit Fundraising Competition raised \$6,078 for Julie Valentine Center Charity 2021
- \$10,000 Winner of Furman University's 2nd Annual Pitch Competition for my Venture Startup 2021
- Lambda Eta Phi National Communication Association's Honor Society 2021
- Phi Eta Sigma Freshman National Honor Society 2019

RELEVANT EXPERIENCE

Adobe **San Francisco/San Jose, CA**
Business Development Representative January 2023 - Present
Sales Development Representative for Adobe's Sales Academy – Intern May 2022 - August 2022

- Earned 1st place in the 12-week summer intern competition outperforming 40+ interns in Business Development
- Received 2nd place out of 700+ interns from 14 different countries for my final video project in Premiere Pro
- Handpicked as the team lead & sourced a \$100,000 opportunity through prospecting, cold calling & lead generation
- Mastered the tools of Outreach, Sales Navigator, Salesforce, Alyce, ZoomInfo, Vidyard, & Microsoft Office

To-Go Bro's, LLC [togobros.com](#) **Greenville, SC**
CEO & Founder January 2020 - Present

- Raised \$30,000 in seed money for my venture startup for the creation of an on-campus student food delivery app
- Spearheaded the development of a mobile app, web app, database, LLC, & trademark
- Designed & maintained a website, logo, & various social media pages through the Adobe Creative Suite & Canva
- Implemented a team of 17 campus representatives, employed 18 student employees, & mentored 1 intern
- Consulted with Presidents & CEOs of Bon Appetit & CBORD to problem-solve ideas for future collaboration

Furman University Hill Institute for Innovation and Entrepreneurship **Greenville, SC**
Innovation and Entrepreneurship Intern August 2021 - December 2022

- Created marketing strategies & increased visibility through the management of 5+ social media channels
- Represented the Institute at various networking events on & off campus by communicating with stakeholders

President, Student Entrepreneurship Association (FUSEA) January 2022 - January 2023
Vice President, Student Entrepreneurship Association (FUSEA) January 2021 - January 2022

- Grew & increased the membership of emerging leaders from 13 to 50+ students through diverse marketing tactics
- Orchestrated meetings, pioneered website/calendar, judged pitch competitions, & awarded \$2,000 in grant support
- Facilitated 50+ members, led club meetings, initiated success sponsor program, & organized weekly agendas

Strategic Marketing/Community Partnership Summer Fellow June 2021 - August 2021

- Tripled the Institute's social media following to over 1,000+ followers
- Compiled a database of 100+ organizations committed to developing Greenville's entrepreneurial community
- Conducted 50+ stakeholder meetings in order to develop innovative solutions with key leaders, including CEOs, founders, & entrepreneurs of startups in the Greenville area to create an Ecosystem Map & a Resource Pathway

SKILLS & INTERESTS

Skills: Communication, Entrepreneurship, Leadership, Management, Marketing, Problem Solving, Public Speaking, Selling
Technical Skills: Adobe Creative Suite, Canva, Digital Marketing, Facebook, Graphic Design, Instagram, LinkedIn, Microsoft Office Suite, Outreach, Salesforce, Twitter, Website/Ecommerce Development, YouTube
Interests: Career Development, Coaching, Competitions, Designing, Design Thinking, Entrepreneurship, Mentorship, Sports