

## **ADRIAN A. CHILDERS**

Phone: (575) 571-0868

E-mail: [adrian@achilders.com](mailto:adrian@achilders.com)

### **Education:**

Cumulative GPA 3.4

Major GPA 4.0

New Mexico State University, Las Cruces, New Mexico, United States

**B.B.A: International Business and Marketing with a Minor in Finance**

August 2004 – Expected graduation date May 2009

Shijiazhuang Language & Culture College, Shijiazhuang, China

Studied Mandarin Chinese, history and culture

March 2007 – July 2007

Jean Moulin Lyon 3 University, Lyon, France

Studied the Socio-Economic Approach to Management (SEAM)

Summer 2006

### **Work Experience:**

**International Business Accelerator**

**October 2004 - Present**

**International Trade Specialist**

**Santa Teresa, New Mexico**

Primary duties: Promote international trade in the state of New Mexico, by attracting foreign direct investment, and assisting our clients either import, export, or outsource their products and/or services. Means of promotion included hosting trade workshops, seminars, and taking our clients on commercial trade missions in both the United States and Mexico. I also write international columns in our monthly newsletter that is sent to our numerous partners, clients, and associates around the world.

**New Mexico State Athletics**

**September 2007 – December 2008**

**Marketing and Promotions**

**Las Cruces, New Mexico**

Primary duties: Increase attendance at the New Mexico State Football, Basketball and Women's Volleyball games, by various means of promotions to students and the local community. During the games I organize the half-time shows and give away promotional prizes to the crowd. I also decided what goes on the jumbo-tron and what music to play during the breaks.

**Montoya Productions and the Talent House**

**June 2003 – March 2007**

**Marketing**

**El Paso, Texas**

Primary duties: Work with several nationwide companies to promote their products and/or services. Some companies I have worked with in the past include: Lancôme, Lowe's, SBC (now AT&T) and McDonald's. I also attend several public events to promote Montoya Productions and the Talent House, such as art exhibitions and pageants in order to seek more contracts for this company.

**Shijiazhuang Language & Culture College**

**March 2007 – July 2007**

**English Teacher****Shijiazhuang, China**

Primary Duties: Taught oral English as a second language to Chinese college students. I was responsible for making lesson plans and presenting them to over 250 students. Topics of discussion included world politics, world economies, geography and comparing and contrasting cultural differences between China and the United States.

**Steamer World****December 2005****Sales Representative****El Paso, Texas**

Primary duties: In charge of selling steamers that are used instead of an iron to unwrinkle clothing. This company sold its products from a kiosk which was inside a local shopping center. This company was intentionally meant to be open for one month only in order to take advantage of Christmas holiday sales. I was the top salesperson which resulted in recognition from the company and a cash prize.

**Interests, Activities and Awards:**

- President of Delta Sigma Pi Business Fraternity at New Mexico State University, Spring 2008;
- Ambassador to the Study Abroad Office at New Mexico State University; since Fall 2007 to Spring 2009
- Managed an annual charity golf tournament, which raises over \$10,000 every year for local elementary schools, 2005 - 2008;
- Have donated time and money to the Juvenile Diabetes Research Foundation (JDRF);
- Received the Michael Cervin Memorial Leadership Award, Fall 2006;
- Received a Scholarship from the International Foundation for Study Abroad to study in China, spring 2007.
- Outstanding Graduating Senior in International Business, Spring 2009

**Languages & Computer Skills:**

- Fluent in Spanish and speak some Mandarin Chinese and French;
- Computer proficient in the following software: MS Word, MS Outlook, MS Excel, MS PowerPoint, MS Access, and I have extensive data-mining experience on the World Wide Web.

*(References upon request)*