

Maribel Santoyo Ariza

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EDUCATION

Wright State University, Dayton, OH August 2019 to Present
M.A. International and Comparative Politics (ICP) Concentration in Intelligence Studies - Current GPA: **3.37**

Owens Community College, Perrysburg, OH February 2017 to April 2018

- English for Speakers of Other Languages (ESOL)
- High School Equivalency / Adult Basic Education (HSE/ABE) (Formerly General Equivalency Degree (GED))

Peace Operation Training Institute, Bogota, Colombia February 2016 to June 2016

- **Principles and Guidelines for UN Peacekeeping Operations**- Online training course that introduced concepts and evolution of UN Peacekeeping.

University of Boyacá Tunja, Boyacá, Colombia January 2008 to July 2013
Bachelor's Degree in International Business Administration - Overall GPA: 3.73 - Major GPA: 4.0

- Internship: Kuehne + Nagel
- Thesis: Exportation Plan for Certified Handcraft from Raquira, Colombia to the USA

HONORS/AWARDS

Outstanding delegate award representing Brazil in the MUN Sinclair University conference February 2020
Graduate Tuition Scholarship for ICP Program
Fetsko Scholarship 2020-2021

PROFESSIONAL EXPERIENCE

Model United Nations, WSU, Dayton, OH November 2019 to April 2020
Delegate of Portugal for United Nations Educational, Scientific, and Cultural Organization (UNESCO)

- Adeptly represented the foreign policy of another country to earn distinguished delegation recognition at a conference held at Sinclair University in February 2020.
- Persuasively used public speaking skills to encourage other students from all over the world to utilize policy from our assigned country.
- Employed advanced research skills to compose a policy paper that reflected the foreign policy goals of our assigned country.

Roldan Logistica Bogota, Colombia January 2019 to September 2019
Inside Sales Representative

- Provided sea, freight, and air-freight pricing rates for domestic and international clients to ensure competitive rates and high-level service consistent with Roldan's growth strategy.
- Negotiated multi-year contracts with domestic and international customers in China and the United States.
- Developed, deployed, and managed the overall brand strategy, public relations plan, internet strategy, and new product roadmaps via Roldan's business development process that resulted in 50% more quotes.
- Conducted intermediate to complex research which led to added operational efficiency and improved customer service.
- Utilized excellent communication skills to provide management with weekly updates regarding new business development.

Kuehne + Nagel International AG, Bogotá, Cundinamarca, Colombia

October 2012 to January 2015

Sales Pricing Analyst

- Provided sea, freight, and air-freight pricing rates to domestic and international clients to ensure competitive rates and high-level quality service consistent with Kuehne + Nagel's growth strategy.
- Developed and oversaw marketing functions to identify key marketing strategies for successful new customer acquisition and profitability.
- Maintained outstanding customer service to both internal and external customers.
- Developed excellent written and public speaking skills wielded to provide well-received weekly presentations to external and internal stakeholders.
- Effectively communicated operational strategy to all Kuehne + Nagel clients, C-level employees, and client board members.

ADDITIONAL EXPERIENCE

Wright State University, Dayton, Ohio

January 2020 to July 2020

Tutor

- Efficiently and effectively tutored students with their Spanish language skills through conversation, writing and other methods.
- Assisted students of varying ages with basic and advanced Spanish courses adding proven value and greater language proficiency that resulted in a 100% pass rate.
- Patiently listened to students' issues and constructed tailored lesson plans for improvement based on each student's comprehension level and learning style.
- Reviewed and provided constructive feedback to students relating to their written grammar homework, presentations and other projects.

Agent, Money Network Program, Sitel, Bogota, Colombia

September 2019 to January 2019

Au pair, Perrysburg, OH

November 2016 to July 2018

SKILLS

Soft Skills: Well-developed organizational and time management skills; effective communication and interpersonal skills; advanced research abilities; ability to work independently or on a team; social and cultural awareness.

Technology: Proficient in Microsoft Excel, Word, PowerPoint, and Outlook; Google Drive; social media tools such as Facebook, Twitter, and LinkedIn; experience with Mac computers and adept with PC computers

Languages: Bilingual (Fluent in Spanish and English)