Jack Harman

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EDUCATION

University of Miami **Coral Gables, FL**
Bachelor of Business Administration in Entrepreneurship Expected May 2027
Minor in Accounting

- **GPA:** 3.62 / 4.0
- **Honors:** Deans List; “Crane Tank” winner (2021); Miles Levin Award for Social justice (2021); Top finalist at National "Paradigm challenge" (2022)
- **Relevant Coursework:** Growing the New Venture (MGT 354); Professional Selling (MKT 340); Marketing for Entrepreneurs (MKT 385); Managerial Accounting (ACC 212)

WORK & LEADERSHIP EXPERIENCE

Harman Corp **Rochester, MI**
New Business Development 2022 - Present

- Built and manage a research-driven sales program that has produced over $800,000 in repeat business for Harman Corp and continues to grow
- Identify manufacturers using caps, plugs, and grips through market research and product analysis; develop targeted prospect lists and personalized outreach
- Manage samples, specifications, quotes, and customer follow-up to develop new accounts and lasting customer relationships
- Analyze customer revenue and purchasing patterns to evaluate opportunities and forecast the long-term value of new accounts
- Beginning to strengthen supplier relationships and identify complementary product lines to expand Harman’s catalog and serve existing customers

Artemin AI **Coral Gables, FL**
Co-Founder October 2026 - Present

- Co-founding AI software, currently in development, to help manufacturers source components and parts and reduce purchasing costs

Tipsy Towers **Coral Gables, FL**
Co-Founder November 2025 - March 2026

- Co-founded a party drinking game business with inventory stocked in more than 100 fulfillment centers nationwide
- Evaluated the financial implications of a copyright dispute and made a business decision to close the venture

Junior Distribution, LLC **Rochester, MI**
Co-Founder December 2022 - September 2023

- Distributed over ten thousand products across the USA, Mexico, and Canada via Amazon
- Built out an effective logistics and supply chain network
- Gained valuable insight about calculating costs and inventory management
- Netted six figures in sales in 2023

MVMNT App, LLC **Bloomfield Hills, MI**
Co-Founder February 2023 - May 2023

- Created a platform that helps users discover eco-friendly businesses, connect with local environmental organizations, and shop sustainable products through a single app
- Gained experience designing UI and UX for an app and publishing to the App Store
- Received local and national media recognition (ABC, Yahoo, Benzinga, etc)
- Awarded first place at "NFTE Collaborate for Impact Challenge" national competition (2022)

Cranbrook Kingswood High School **Bloomfield Hills, MI**
Varsity Sailing Team Captain September 2021 - May 2022

- Organized and executed successful training sessions and competitive events, resulting in team advancement and achievement of goals
- Fostered a supportive and inclusive team environment, promoting camaraderie and sportsmanship among team members

Custom Hub, LLC **Rochester, MI**
Co-Founder March 2021 - May 2022

- Co-founded Printing and custom Apparel company I started my sophomore year
- Printed hundreds of garments and delivered 5 figure revenues in 2021
- Developed useful skills in marketing and generating sales

SKILLS, ACTIVITIES & INTERESTS

Skills: Proficient in Microsoft PowerPoint; Excel; Basic Adobe Illustrator and Photoshop Training; AI proficient
Activities: Small Business Owner
Interests: Sailing; Stock Trading; Restaurants; Entrepreneurship