

FRANK PAUL MITA

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EDUCATION:	Cabrini University , Wayne, PA, M.Ed, Secondary Education Mathematics Certification Villanova University , Villanova, PA, BS, Business Administration Finance and Marketing Majors Conestoga High School	Class of 2020 Class of 2013 Class of 2009
EXPERIENCE:	Dickinson College Varsity Men's Lacrosse , Carlisle, PA, Offensive Coordinator <ul style="list-style-type: none">♦ Manage entire recruiting process including scheduling and on-campus tours, prospect days and garnered 9 commitments for the high school class of 2021 during the pandemic♦ Adapt to virtual recruiting environment by creating a Zoom platform for presentations♦ Assess player skills and use them to develop offensive strategy against competitors Duke's Mainline Lacrosse Club , Wayne, PA, Co-Founder and Associate Head Coach <ul style="list-style-type: none">♦ Encourage players to learn about sportsmanship, traditions, and community service while teaching them lacrosse skills♦ Develop younger players' skills by focusing on training and practice Cabrini University Varsity Men's Lacrosse , Wayne, PA, Assistant Coach <ul style="list-style-type: none">♦ <u>2019 Division III National Champions</u>♦ Coordinate player development by teaching additional skills and attack specific techniques♦ Recruit new student-athletes by evaluating athletic skills and providing valuable opportunities through Cabrini♦ Review game film and create scouting reports of competitors Morgan Stanley , Philadelphia, PA, Financial Advisor <ul style="list-style-type: none">♦ Develop prospective client database♦ Set meetings for team members and coordinate logistics♦ Follow markets and build industry knowledge through publications and firsthand experiences with the financial advising team St. Joseph's Preparatory School , Philadelphia, PA, Assistant Coach <ul style="list-style-type: none">♦ Mentored players at various ages and skill levels♦ Developed basic, intermediate, and advanced stick skills and footwork♦ Created practice plans and schedules and coordinated team defensive strategy SevOne , Wilmington, DE, Business Development Associate <ul style="list-style-type: none">♦ Placed 200 calls per day and set 2 meetings and 1 demonstration per week♦ Prospected companies within verticals that align to company strengths through LinkedIn, Data.com, and DiscoverOrg♦ Assisted in building the Mid-Market team through interviewing, training new associates, and developing dossiers USA Lacrosse , Various locations, Official <ul style="list-style-type: none">♦ Refereed middle school and youth lacrosse games♦ Maintained a safe, positive environment for players, coaches, and spectators♦ Built knowledge and understanding of lacrosse through education and enthusiasm Dempsey Development & Brokerage , Berwyn, PA, Intern <ul style="list-style-type: none">♦ Successfully completed thorough, detailed research resulting in the development of an extensive proprietary property database♦ Assisted in the creation of a targeted marketing plan focusing on potential tenants and prospective investors Northwestern Mutual , Radnor, PA, College Financial Representative <ul style="list-style-type: none">♦ Fine-tuned customer relations skills resulting in achievement of established sales goals♦ Prospected potential clients through own personal network and referrals♦ Met with potential clients multiple times a week outside of the office	2019-Present 2017-Present 2016-2019 2015-2016 2015-2016 2013-2015 2007-2013 2012 2012
ATHLETICS:	Villanova University Men's Varsity Lacrosse Team , Villanova, PA, 4-Year Letter Winner <ul style="list-style-type: none">♦ 2013 Big East Regular Season Champions♦ 2012 Season Results: Ranked 21st♦ 2011 Season Results: Ranked 11th, Participated in NCAA Tournament♦ 2010 Season Results: Ranked 19th	2009-2013
CERTIFICATIONS:	<ul style="list-style-type: none">♦ FINRA, Series 7 General Securities Representative License (2015-2016)♦ NASAA, Series 66 License (2015-2016)♦ Resident Producer Individual Insurance License, Accident & Health and Life & Fixed Annuities (2015-2016)♦ USA Lacrosse Certified Referee (2007 – 2013)♦ American Heart Association, CPR & AED Certification♦ American Heart Association, Heartsaver First Aid Certification	
