

# Zachary Waldron

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## Objective

To obtain a job with a competitive consulting firm

## Education

**M.S. Agriculture and Applied Economics**, Expected May 2009. GPA 3.0/4.0  
Case Study: "Developing a Business Plan Guide and Workbook for Virginia Wineries"  
Virginia Polytechnic Institute and State University (Virginia Tech) Blacksburg, Virginia

**B.S. Agriculture and Applied Economics, Minor: Real Estate** May 2007. Cum Laude  
Specialization: Agribusiness Management  
Virginia Polytechnic Institute and State University (Virginia Tech) Blacksburg, Virginia  
Financed 50% of college education

## Related Course Work

Applied Microeconomic s  
Math Programming for Economist  
Entrepreneur Leadership  
Marketing Policy and Strategy  
International Marketing  
Client Relationships

## Relevant Consulting Experience

**Nepal Waste Management Project.** Client: Dr. Tom Hammett. March 2008 - April 2008

**Team Member**, International Marketing, Virginia Tech.

- Analyzed the culture and waste issues in Kathmandu, Nepal
- Developed three strategic planning recommendations to help resolve the waste issues in Kathmandu, Nepal which are as follows:
  - Develop a recycling program in schools
  - Develop a large-volume recycling centre
  - Develop a composting facility
- Presented the project to Dr. Tom Hammett to bring to Nepal to seek funding for implementation

**Mid-Atlantic Horticulture Short Course.** December 2007 - February 2007

**Dr. Alex White.** Teaching Assistant.

- Collaborated with Dr. White to develop business planning lecture for the short course
- Helped Dr. White to develop sample business plan for a landscaping business and a greenhouse business

**River Road Farm Project.** Franklin, VA. September 2007 - October 2007.

**Team Member**, Math Programming for Economist, Virginia Tech.

- Assessed Virginia Cooperative Extension website to determine crop budgets to maximize farm profits
- Constructed Excel spreadsheet to formulate formulas to run in GAMS program
- Recommended crops for the River Road Farm to plant to maximize their profits

**Heather Drive Convenience Store Business Plan.** Blacksburg, VA. April 2007 - June 2007

**Consultant.** Client Scott Sink.

- Developed a business plan for a convenience store on Heather Drive
- Worked to develop the marketing plan for the convenience store
- Analyzed the market to develop financials for the business
- Submitted the business plan to the client

**Small Business Management.** Virginia Tech. Fall 2007 semester.

**Dr. Alex White.** Teaching Assistant.

- Developed a business plan template to put on Dr. White's website on small business
- Worked with five small business groups during class to offer suggestion and ideas to help improve their business plans
- Taught a lecture to the small business management class
- Offered office hours to help students during the semester with questions
- Graded homework assignments and tests for the class

**Personal Finance Management.** Virginia Tech. Spring 2008 semester

**Dr. Alex White.** Teaching Assistant.

- Prepared lecture and taught a class on Homeowner's Insurance
- Collaborated with Dr. White to develop homework assignments
- Offered office hours to help students during the semester with questions
- Graded homework assignments and tests for the class

**Agriculture Financial Management.** Virginia Tech. Spring 2008 semester

**Dr. Alex White.** Teaching Assistant.

- Taught a lecture to the agriculture financial management class
- Assisted in preparing lectures and homework assignments
- Offered office hours to help students during the semester with questions
- Graded homework assignments and tests for the class

**Nationwide Agribusiness Insurance Company.** Churchville, VA. June 2006-November 2006

**Intern.** Nationwide Agribusiness Loss Control Representative.

- Skilled in surveying farms and preparing loss control reports
- Responsible for emailing work hours to internship supervisor and "Checks and Balance" each week
- Gained knowledge of insurance contracts

**Cros-B-Crest Farms.** Staunton, VA. February 2002-August 2007

- Skilled in growing and fertilizing greenhouse plants
- Responsible for repair and upkeep of greenhouses
- Operated forklift, box trucks, and potting machine

**Owned and Operated Auto Detailing Business.** Bridgewater, VA. April 2000 - December 2006

- Constructed invoices to bill car detailing clients
- Performed daily tasks of cleaning interior and exterior of automobiles
- Analyzed cost per car of auto detailing

**Family Farm.** Churchville, VA. January 1989-present (weekends and school breaks)

- Attended meeting to help form the Virginia Poultry Grower's Cooperative
- Proficient in raising 54,000 turkeys a year
- Recordkeeping of farm expenses

**President,** Ag Econ Graduate Student Association, January 2008 – present

- Conduct and organize meetings
- Plan fundraising events and various other activities
- Register the association with the University Student Association

## Other Experience

## Leadership Experience

**President**, Ag Econ/NAMA Club, Fall 2006 - Spring 2007

- Controlled and organized meetings for the club
- Set up and assessed events for the club
- Chaired the Ag Econ/NAMA Club Charity Auction and Ag Econ BBQ Fundraiser
- Registered the club with the University Student Association

**Computer Skills** 2007 Microsoft Office Teachers and Students Edition  
GAMS Math Programming Software  
POM-QM Math Programming Software

**Honors/Awards** **Recipient**, College of Agriculture and Life Sciences Merit Scholarship, Fall 2006 - Spring 2007  
**Recipient**, W.L. Gibson Scholarship, Fall 2006 - Spring 2007  
**Recipient**, Virginia Jersey Cattle Club Scholarship, Fall 2005- Spring 2006  
**Recipient**, Southeastern Red and White Scholarship, Fall 2005 - Spring 2006  
**Recipient**, Virginia Tech Ag Econ/NAMA Club Outstanding Senior Member, Spring 2007  
**Recipient**, Virginia Tech Ag Econ/NAMA Club Outstanding New Member, Spring 2006  
**Recipient**, 5<sup>th</sup> Place in Hoard's Dairyman Dairy Judging Contest, Fall 2006

**Activities** **President**, Ag Econ Graduate Student Association, January 2008 - present  
**President**, Ag Econ/NAMA Club, Fall 2006 - Spring 2007  
**Member**, Ag Econ/NAMA Club, Fall 2005 - Spring 2007  
**Member**, Gamma Sigma Delta Honor Fraternity at Virginia Tech, 2007 - present  
**Member**, Augusta County Young Farmers, 2007 - present  
**Member**, Food Distribution Research Society Case Study Team, 2005 - 2007  
**Member**, 3<sup>rd</sup> Place Food Distribution Research Case Study Team, 2005  
**Member**, Virginia Tech Collegiate Dairy Judging Team, Fall 2006  
**Member**, Virginia Tech Dairy Club, Fall 2005 - Spring 2007

**Licensures** Virginia Real Estate Salesperson License