

# Max Deutsch

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## PROFESSIONAL SUMMARY

Goal-oriented Communications student with experience in strategic planning and leadership. Proven ability to handle negotiations and collaborate with executive teams to achieve organizational objectives. Eager to leverage strong interpersonal skills and a proactive work ethic to drive outbound prospecting and new business generation.

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## EDUCATION

**University of Colorado**, Boulder, CO | *August 2022 – Present*

- **Bachelor of Science in Communications**, Emphasis in Advertising; **Minor in Business**
- **Relevant Coursework**: Strategic Communications, Research Methods, Strategic Thinking in Advertising & PR, Social Media Listening, Entrepreneurship and Innovation (Capstone).

**CIEE Study Abroad Program** | *January 2025 – May 2025*

- **Berlin, Germany / Copenhagen, Denmark**: International Business & Management, Entrepreneurship and Startup Culture.
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## EXPERIENCE

**ALKU**, Andover, MA | **Sales Intern** | *Summer 2025*

- **Cold-called 200+ consultants weekly** in the Pharmaceutical Quality industry, successfully connecting candidates with open positions.
  - **Researched, qualified, and generated leads** for new client opportunities, expanding outreach within the pharmaceutical sector.
  - Consistently **met and exceeded quotas**, driving candidate engagement and placement efficiency.
  - Collaborated with account managers to match consultants with roles aligned to their skills and career goals.
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## LEADERSHIP EXPERIENCE

**Sigma Chi Fraternity** | *September 2022 – Present*

- **Brotherhood Chair (2024)**: Directed fraternity outreach and event planning by negotiating vendor contracts and collaborating with the executive council to strategically allocate budgets.
  - **Vice-Social Chair (2023)**: Planned, budgeted, and marketed social events to students around campus.
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## SKILLS

- **Software**: Generative AI, Prompt Engineering, Microsoft Office (Excel, Word, PowerPoint), R Statistical Programming, Adobe Photoshop, Bullhorn, Hootsuite, Meltwater, Viral Moment, and Audiense.

- **Sales Skills:** Strategic Prospecting, Lead Qualification, Contract Negotiation, and Relationship Management.