James Clayton Gulli

(302) 509-5721 | jamesgulli@miami.edu | linkedin.com/in/jamesgulli

EDUCATION

University of Miami Business School — **Coral Gables, FL**
Bachelor of Science in Business Administration — *Expected December 2028*
Major: Finance; Minors: Marketing & AI

- **GPA:** 3.69/4.00
- **Honors:** Dean's List (2025-2026 Academic Year)
- **Relevant Coursework:** Calculus I & II; Applied Prob. & Stat; Principles Financial Accounting; Micro; Macro; Managing Success Global Environment; Foundations of Marketing; Marketing for Entrepreneurs; Professional Communication; Business Law; Organizational Behavior

CEA CAPA Abroad — **Florence, Italy**
Semester Study Abroad — *Summer 2026*

- **Relevant Coursework:** Fashion & Luxury Marketing

WORK & LEADERSHIP EXPERIENCE

Delaware State Beach Patrol — **Sussex County, DE**
Lifeguard L2 — *Seasonally May 2025 – Present*

- Scanned high-traffic ocean beaches for hazards and distressed swimmers, executed preventive actions and water rescues that kept patrons safe during peak seasons
- Provided emergency medical care as a certified first responder, stabilizing patients and coordinating clean handoffs with responding EMS units
- Performed 10+ open water rescues and 15+ emergency medical responses

Gulli Lawn — **Hockessin, DE**
Founder/Owner: Lawn and Landscape Company — *March 2019 – November 2024*

- Grew client base to 30+ recurring mowing accounts and 150+ landscaping jobs
- Hired, trained and managed a small team of part and full-time employees while overseeing finance, accounting, day-to-day operations, sales and marketing
- Profit margin reached 50%; lifetime revenue, $250,000; valuation at exit, $75,000

Clay James Group — **Miami, FL**
Founder/Owner: Small-Business Consulting Services — *November 2024 – Present*

- Created startup to offer small business owners' access to expert team providing sales, marketing and operations guidance
- Developed Get Organized, Get Customers, Get Paid branding
- Currently advising 2 clients on AI use, optimization, finance, accounting, sales and marketing

SKILLS, ACTIVITIES & INTERESTS

Programming & Software: Python; Microsoft Excel; Google Workspace
Data & Platforms: Interactive Brokers; Fidelity; Robinhood; Yahoo Finance; Bloomberg Terminal
Derivatives: Options Pricing; Options Greeks; Volatility; Probability & Expected Value Modeling
Interests: Poker & Blackjack strategy through a probability/EV lens; Options Trading; Golfing; Skiing
Certifications: USLA Open Water Lifeguard; EMR; BLS; PWC