Lincoln Gamble

Operations | Process Improvement | Digital Transformation

Madrid, Spain | lincoln.gamble@dmba.isdi.es | +34 684 726 223
linkedin.com/in/lincoln-gamble-b2a8712b5 | lincoln-gamble.com | Full work and living rights in Spain

PROFESSIONAL SUMMARY

Digital MBA student at ISDI Madrid with a BBA in Business Administration and Management from Washington State University (cum laude). I find what isn't working and help fix it: I helped turn a loss-making student store into $35,000 profit and handled hazardous-goods documentation for international shipments at UPS. Seeking roles in operations, logistics, process improvement and digital transformation; also open to project management, product management and CRM.

WORK EXPERIENCE

Business Development Representative

Anteriad | Madrid, Spain | Mar 2025 – May 2025

- Made around 150 cold calls a day to IT directors at large companies and government facilities in the USA and Puerto Rico for a Google campaign
- Booked sales meetings and kept the CRM and Google Calendar up to date

Package Handler, International Shipments

UPS | Tacoma, Washington, USA | Jun 2023 – Jun 2024

- Moved to international shipments after 3 months; prepared and checked hazardous-goods documentation for shipments to Europe, Canada and South America
- Scanned 700–1,500 packages per hour and was never flagged for a wrong international package, where each error meant a $500 fine
- Moved from part-time to full-time while studying (3.7 GPA that semester)

Student Store Manager

Emerald Ridge High School | Puyallup, Washington, USA | Sep 2021 – Jul 2022

- Turned a store that lost $5,000 the previous year into $50,000 revenue and $35,000 profit, open one hour each weekday
- Used ROI and pricing analysis to decide what to stock and charge; managed inventory, graphic design and staff schedules
- Store nominated for DECA nationals; profit funded student DECA trips; the store is still open in 2026

Semi-Professional Baseball Player (Sport)

La Selección de Madrid | Madrid, Spain | May 2025 – Sep 2026

- Played alongside my Washington State University studies; previously pitcher for Pierce College

EDUCATION

Digital MBA

ISDI | Madrid, Spain | Sep 2026 – Jun 2027

- Year-long team project on the digital transformation of a real company

Bachelor of Business Administration (BBA), Business Administration and Management

Washington State University | Washington, USA | Aug 2024 – Oct 2026

- GPA 3.65/4.0 | Cum laude | Dean's List

Associate of Arts, Business

Pierce College | Washington, USA | Sep 2022 – May 2024

- GPA 3.76/4.0 | Dean's List every semester | Top 10% of class

Emerald Ridge High School

Puyallup, Washington, USA | Sep 2019 – Jun 2022

- Best Employee (2022) | Top 10 seniors most likely to succeed, Puyallup School District | DECA state competitor 3 years in a row

SKILLS

Technical skills: Process Improvement, ROI and Pricing Analysis, Inventory Management, Hazardous-Goods Compliance, B2B Cold Calling

Soft skills: Problem Solving, Adaptability, Time Management, Work Ethic

Tools: AI Tools, Microsoft Excel, Microsoft PowerPoint, Google Workspace, Salesforce CRM, POS Systems, UPS Scanning Systems

Languages: English (native), Spanish (B2–C1, Avant STAMP 7.5)