

EDUCATION:

TEMPLE UNIVERSITY, Fox School of Business, Philadelphia, PA

Bachelor of Business Administration, Graduation: May 2020***Major: Management Information Systems***

GPA: 3.35

EXPERIENCE:

XPOGO, Pittsburgh, PA

August 2018 - Present

Sales Person, Sales & Operations

- Classifies events to determine potential deal size and decision-maker contacts
- Conducts research to correct lists of 1000's of potential clients to prioritize for sales outreach
- Initiates contact with potential clients through email campaigns and calls to sell & negotiate appearance contracts
- Updates outreach status information and other client data in Salesforce and Excel

Athlete/Performer, Xpogo Stunt Team

December 2014 - Present

- Travels globally performing on a team of the world's best extreme pogo stick riders "The Xpogo Stunt Team"
- Manages complex travel logistics and adapts to unique production requirements
- Directed and choreographed shows for Nickelodeon, the NBA, NBC, and MTV
- Received 100% positive client feedback for 5 years running
- Ascended from lowest to highest athlete-contract tier in two years because of client feedback and improvement in skill
- Capable of executing contracts under pressure of short-notice logistical adjustments

PARK OPS, Philadelphia, PA

October 2016 – January 2017

Valet Parking Attendant

- Safely and efficiently valeted guests' cars to designated parking locations while following company policies and procedures
- Provided accurate and timely documentation of vehicle checks, vehicle damage, and other conditions prior to service
- Assisted in management duties: training new employees, traffic control, money collection

SKILLS & LANGUAGES:

- Adobe Creative Suite, particularly skilled in Illustrator, Photoshop, Lightroom and Premiere
- Microsoft Office, particularly skilled in Excel, PowerPoint and Word