



JESS SCHULTZ

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Motivated, entrepreneurial professional with strong relationship and account management, marketing, business development, community building and education experience. Looking to apply my diverse skillset across public and private partnerships to help further develop local communities and businesses.

EXPERIENCE

Nov 2017-Present: Wholesale Sales Manager, Zak the Baker Bread & Pastry Bakery, Miami, FL

Manages wholesale team responsible for ~150 accounts worth \$3.5M+ in annual sales. The wholesale team is the liaison between the production, catering and logistics departments and both customers and three donation-based shelters for 70+ person bakery. Customers include Whole Foods Market, Four Seasons hotels, Marriott Hotels, Scandinavian Airlines, Virgin Cruise Lines, as well as other major hotel chains, cafes, restaurants and institutional customers.

Defined the bakery's business development strategy and brought in \$1,000,000+ from over 120 new wholesale clients. Launched online ordering and refined processes for account openings and closings, including prospecting, prioritizing leads, creating new account in MyOnlineBakery.com, scheduling tasting, negotiating pricing, gathering feedback, and tracking accounts receivables.

Managed demo program team for Zak the Baker in 13+ Whole Foods Market stores. Assisted with launch of nine bread and pastry products in 13 Whole Foods Market stores and led coordination efforts to change ingredients and labeling to non-genetically modified (GMO).

2015-2017: Foreign Immersion (Agribusiness & ESL) Experience, Asia and Oceania

Planned curriculum and led experiential English activities at SongGwang Middle School in Korea for ~1,000 students ages 13-17 with ~30 students per class. Represented the Gwangju International Center by interviewing business owners as the Gwangju News Small Business Column Journalist. Led volunteer crowdfunding project to raise \$1,200 for a rice vacuum seal packaging machine that returned 50 percent more income to 135 Balinese organic rice farmers.

2012-2015: ICF International Consultant, Washington, D.C.

Represented the U.S. EPA's ENERGY STAR Commercial Food Service and Home Appliance marketing programs with 100+ major manufacturing, utility, retail, and food partners, like McDonalds, Arby's, The Home Depot, and Lowes Home Improvement. Created and trained new hires on client communications, project management, and statement of work best practices. Led internal logistical coordination of a 500+ person ENERGY STAR Certified Products Conference and led section of winning ENERGY STAR Labeled Products Proposal.

2009-2011: Marketing Intern, Duke Energy Corporation, Charlotte, NC

Provided market research, marketing communications, and brand support for residential, commercial and large business customers throughout Duke Energy's five state territories.

EDUCATION & AFFILIATIONS

2017-Present: Slow Food Miami, Center for Social Change

Slow Food Miami, Board Member: Update marketing materials and social media content and coordinate with Chefs who source local to be recognized as a Slow Food Snail of Approval honoree.

Center for Social Change: Assist with facilitation of monthly communication focused experiential workshops.

2015: Teach English as a Foreign Language (TEFL) Certification

2008-2012: University of North Carolina Wilmington

Degree: B.S. Business Administration Concentrations: Marketing & Environmental Studies