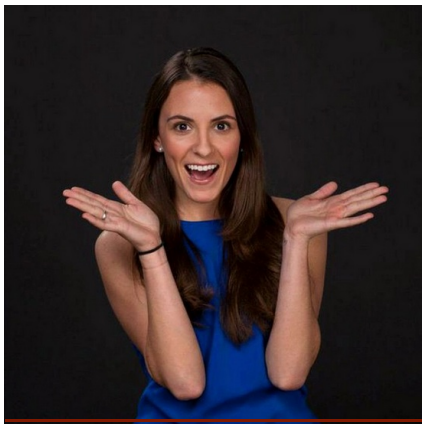


JESSICA MONTALTO



Geary Street, San Francisco, CA

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(516) 639-6962

 jessicamontalto.com

SKILLS AND INTERESTS

Computer: PC or Mac, Microsoft Office (Word, PowerPoint, and Excel), SPSS, WordPress, Salesforce.

Language: Spanish, conversational proficiency. Currently learning French and German.

Interests: Backpacking, Service Trips, Photography, Trick Skiing, and Scuba Diving (Advanced Open Water).

WORK HISTORY

Mar 2014 - present

Account Executive

Peek Travel, San Francisco

- Closed 156 new clients (tour operators) on Peek Professional (SaaS reservation technology). Exceeded my quota every month including more than doubling my quota three times.
- Awarded Account Executive of the Quarter 4/5 quarters.
- Launched Cabo, Austin, New Orleans, Charleston, Savannah, Florida's Panhandle (Pensacola, Destin, Panama City), Tampa Bay, Sarasota, Fort Myers, and Naples.
- Pioneered Peek's Road Warrior Program: 5 months road-tripping down the Western Coast of Florida solo, running in-person meetings, and building out 8 new markets.
- Helped train 11 new employees.
- Social committee: part of 6-person team who planned all social events including happy hours, scavenger hunts, and holiday events. Team lead for Disney Day and Team Bubble Soccer outing.

Jun 2013 - Mar 2014

Sales Development Associate

Gigaom, San Francisco

- Sourced over \$4M in new opportunities. Set avg. of 14 meetings per week over phone, in person, and at conferences.
- Led inside sales team in both quality (Stage 2) meetings set and total sourced opportunities consistently throughout all quarters.
- Assisted Senior Sales Directors in closing over 100K in new business.

EDUCATION

2013

Bachelor of Arts in Sociology and Hispanic Studies

Boston College College of Arts, MA

- Major GPA: 3.934; Overall GPA 3.619; Dean's List.
- Arts and Sciences Honors Program- top 6.5% of students.
- Sociology Honors Program- 10 students accepted annually. Completed 135-page senior thesis examining post-grad decisions across socioeconomic student groups.
- Boston College Women's Rugby Team (Flanker) and Boston College University Chorale.

2012

Spanish Literature, History, and Culture

Universidad Complutense de Madrid

Madrid, Spain - Study Abroad Program

2011

Anthropology and Spanish

La Universidad San Francisco de Quito

Quito, Ecuador - Study Abroad Program