

JESSICA PRESTON MONTALTO

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Grove Street. San Francisco, CA 94117

EDUCATION

Boston College, College of Arts and Sciences Chestnut Hill, MA

- **Major GPA: 3.934; Overall GPA 3.619; Dean's List**
- Bachelor of Arts in Sociology and Hispanic Studies May 2013
- *Arts and Sciences Honors Program*– top 6.5% of students; participated in small honors seminars.
- *Sociology Honors Program*- 10 students accepted annually. Completed 135-page senior thesis.

Universidad Complutense de Madrid Madrid, Spain

- Studied Spanish Literature and Culture Spring, 2012

La Universidad San Francisco de Quito Cumbaya, Ecuador

- Studied Anthropology and Spanish Fall, 2011

WORK EXPERIENCE

Gigaom San Francisco, CA

Sales Development Associate (Gigaom Research) June 2013-Present

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

Boston College Carroll School of Management Chestnut Hill, MA

Marketing Research Assistant July 2012- May 2013

- Conducted research regarding “goal conflict” within psychology and marketing.
- Coded statistical research data from over 400 participants for emotion and self-focus study.
- Studied emerging trends within digital marketing through national conference notes.

Space with a Soul Boston, MA

Public Relations Intern December 2010- May 2011

- Assisted fundraising department in successfully reaching goal for start up of new non-profit.
- Performed extensive research of top companies in Boston; helped operations during company events.

All American Sudz West Tisbury, MA

Assistant Manager June 2010- August 2010

- Scheduled appointments; managed finances; created marketing and advertisement solutions.
- Managed 55 clients for this “All Green Collegiate House Cleaning Team” (start-up) on Martha’s Vineyard.
- Manufactured organic house cleaning products, safer for pets and infants, and introduced a friendly and more reliable home cleaning service through website biographies of team members.

ACTIVITIES

- **Boston College Women’s Rugby:** Member (Flanker) December 2009-May 2013
- **Boston College University Chorale:** Member September 2009-May 2012

SERVICE TRIPS

- Teaching English in Ecuador to children whose parents are incarcerated. September 2011-December 2011
- Service and immersion in Managua, Nicaragua through Arrupe Program. September 2010-May 2011
- Habitat for Humanity (house building) in NC through Appalachia Program. September 2009-May 2010

SKILLS & INTERESTS

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

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

Interests: Backpacking, Photography, Trick Skiing, and Advanced Open Water Diving.