**Jonathan Schultz**  
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## Professional Summary

Ambitious marketing graduate from Fresno State with a solid foundation in AI, Social Media Marketing, and 3 years of coding experience. Equipped with a diverse skill set encompassing customer engagement, sales achievement, and technical prowess in European auto repair and Python programming. Proven analytical skills developed through stock market analysis and a hands-on approach to data-driven decision-making. Eager for a managerial role in a growth-oriented organization to leverage academic background and practical experience, fostering innovation and organizational growth. Team-oriented professional with a competitive spirit, demonstrated through active participation in community basketball tournaments and a strong commitment to continuous personal and professional development.

# Education

# **Bachelor's Degree in Marketing** **Fresno State** **Graduation Date: May 18, 2024**

## Certifications

* Certification in AI
* Social Media Marketing Certification

## Skills

* Customer Relationship Management (CRM)
* Sales and Negotiation
* Marketing Strategy Development
* Market Research and Analysis
* Social Media Marketing
* Digital Advertising (e.g., Google AdWords, Facebook Ads)
* Data Analysis (e.g., using tools like Excel or Google Analytics)
* Communication and Presentation Skills
* Time Management and Organization
* Teamwork and Collaboration
* Python Coding
* AI Development

# Work Experience

**Salesperson**  
**Sheikh Shoe Store, Sierra Vista Mall, Fresno**  
**Employment Dates: 08/13/21 - 01/13/22**

* Engaged with customers on a daily basis, providing exceptional service and fostering relationships.
* Competed to achieve the highest amount of sales, contributing to store targets and personal development.

# **Delivery Driver** **Pizza Hut, Bakersfield** **Employment Dates: 07/31/19 - 07/26/21**

* Ensured timely and accurate delivery of orders, maintaining high levels of customer satisfaction.
* Managed cash and card transactions, reconciling accounts at the end of each shift.
* Collaborated with team members to optimize delivery routes and improve service efficiency.

## Interests

* Stock Trading: Engage in stock market analysis and trading, enhancing analytical and decision-making skills.
* European Auto Repair: Dedicate time to working on and restoring European automobiles, demonstrating technical aptitude and attention to detail.
* Local Basketball Tournaments: Participate in community basketball tournaments with roommates, showcasing teamwork and competitive spirit.
* Weightlifting: Maintain a regular weightlifting routine, highlighting a commitment to personal health and discipline.