# Krystel Morales St. Louis, MO | 314-688-3485 | KrystelMorales1@outlook.com |

## **EDUCATION**

McKinley Classical Leadership Academy, St. Louis, MO 2021graduate

## **EXPERIENCE**

## Marketing Intern | IRAA Jewelry | St. Louis, MO

8/2019 - 4/2021

- Managed social media channels (Instagram, Facebook) and increased followers by 20% across all platforms.
- Assisted in a marketing campaign for their 2020 fall collection which drove 15% sales increase season-over-season.
- Mentored 3 Marketing Interns in social media management, campaign creation, and market research.
- Streamlined market research processes to improve efficiency.
- Interfaced with customers and peers to support downstream marketing activities.

## Food server | Amigo Joe's Mexican Restaurant and Cantina | St. Louis, MO 8/2021 – 2/2022

- Memorized over 50 menu items and upcoming specials in order to give personalized recommendations to guest.
- Developed customer relationships resulting in returning loyal guest.
- Facilitated an increase in beverage sales by 25% through the promotion of new products.

#### LEADERSHIP AND PROJECTS

**Tutor** | 08/2020 - 5/2021

**Professional summary:** Hands-on and personalized teaching improved student capabilities and self-esteem. Proficient in the use of technologies and traditional teaching methods to improve student learning. Students of all ability levels finish the school year with better comprehension of the English language, writing topics, and practices, resulting in improved learning. Positive and energetic communicator with strong organizational skills.

- Provided over 150 hours of private tutoring ranging from students of K-10th grade.
- Tutoring12 students to develop their English language skills which involved obtaining feedback from School professionals and incorporating key/niche lesson plans.
- Achieved high client satisfaction ratings due to 30% -40% increases in academic performance and better grades.
- Maintained professional weekly updates with clients' teachers.
- Monitored the progress of students and adjusted in lesson plans when necessary.

## Fundraising Lead | LAN Christian Church

3/2020-12/2022

- Created annual church budget to estimate fiscal needs for overall utilities, travel and church events.
- Developed fundraising campaign strategy to raise money across the church, social media, and churchorganized events.
- Raised \$16,000 through fundraising campaign which exceeded budgetary needs by 30%.