

EVAN RHODA

Community + Sales Specialist

SKILLS

Sales (B2B + B2C)
Event Production
Hosting + Facilitation
Salesforce
PipeDrive
Mixmax
G Suite
Adobe Audition
Podcast Production
Basic HTML + CSS

INTERESTS

Corporate Social
Responsibility
Project Management
Data Analysis
Jeffersonian Dinners
Debate Fundamentals
Storytelling

EDUCATION

Emerson College, 2010
Bachelor of Arts
Boston, MA

JOB EXPERIENCE + PROJECTS

Summit Series

2019-2020

Director of Community

Cultivated a diverse community of C-level executives, serial entrepreneurs, industry leaders, and innovators. Responsible for conveying Summit's value prop, specifically their conferences and experiences worth \$2K-\$8K per ticket. In my first five months, I procured almost \$200K in ticket revenue, and regularly achieved or exceeded monthly goals by as much as 200%.

Ancillary projects and initiatives:

- Produced and hosted Jeffersonian dinners for highly-engaged Summit members in NYC
- Facilitated preliminary partnership talks with the UN Spotlight Initiative, increasing Summit's visibility in the public/NGO sectors
- Produced and hosted the first "Summit Says" variety show at our Powder Mountain winter weekend retreats
- Procured meetings with potential high-level donors for Summit Fellows, designed to connect leading social entrepreneurs with the wider Summit community

SELECT Innovations

2015-2019

VP of Partner Curation

- Senior position of new partnership curation and acquisition across all U.S. markets
- Procured and maintained 200+ B2B and distribution partnerships with decision makers at leading brands in dining, nightlife, travel, entertainment, and lifestyle
- Produced and hosted 50+ exclusive events for SELECT members in all major U.S. markets
- Procured new co-marketing opportunities (B2B distribution, VIP seating for SELECT members at exclusive events, co-sponsoring events with major brands)

The Motion

2017-2018

Founder

- Produced and hosted monthly, live policy debates addressing prevalent, systemic issues and current events
- Offered monthly course on debate fundamentals, specifically how rhetorical structure should be utilized in everyday personal and professional situations

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2015

Sales Manager

- Produced, managed, and operated corporate events in the New York tri-state area
- Negotiated contracts and pricing with partner suppliers

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