

Jeffrey Stolzenberg

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Personal Website: www.jeffreystolz.com/mywebsite

Education

City College of New York - New York, NY

June 2, 2017

Bachelor of Engineering in Computer Engineering

Syracuse University - Syracuse, NY

Graduated Cum Laude, May 2009

Bachelor of Science in Sport Management

Relevant Coursework

- Web Development using CSS, HTML, and JavaScript.
- Software design in Java and SQL.
- Proficient in Microsoft Suite and Adobe Photoshop CC.

Experience

Employee Discount Coordinator

Sept. 2010 - Jan. 2013

Innovatix, LLC (Division of Premier Inc.) - New York, NY

- Expanded an employee discount program offered to Innovatix members from 7 to 20 contracts by working with new vendors and selling them on the benefits of the program.
- Contributed more than \$250,000 in new annual revenue through customer outreach and promotion of the program.
- Created informational marketing materials in the form of online advertisements and flyers by writing content to promote and educate members about the program.
- Conducted training sessions with members of the customer care department to instruct them on our contracts and offerings.
- Actively promoted the program by calling over 50 customer accounts daily to discuss how the program would benefit them.
- Organized and attended on-site meetings with customers to educate them on the Employee Discount Program.
- Directly responsible for continued growth and maintenance of revenue-generating accounts by running and analyzing reports on member activity, and reaching out to their employees to assist with accessing the discounts available to them.

Marketing and Public Relations Intern

Spring 2010 - Summer 2010

Missy Farren & Associates - New York, NY

- Collected daily press hits and press releases and disseminated the information to the proper marketing teams to inform clients of our success.
- Maintained spreadsheets for media outlets and clients that were crucial to the ability to promote story lines.
- Worked on Shaun White's 2010 Winter Olympics victory tour and negotiated the contract for a private plane to take him from the Olympics to the Oprah Winfrey Show.

Baseball Operations Intern

Summer 2009 - Fall 2009

Hudson Valley Renegades (Affiliate of Tampa Bay Rays) - Wappingers Falls, NY

- As head intern, I managed a team of 15 staff members overseeing stadium operations.
- Worked directly with K 104.7 station directors to setup the venue for the station's KFEST concert.
- Supervised the maintenance of the stadium and field by overseeing and contributing to stadium cleaning and field preparation before and after all events.
- Designed and built a wall of fame that contributed to the historical ambiance of the stadium and was enjoyed by fans.

References Available Upon Request