

# Jake Gilstein

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## Education, Licenses & Certificates

University of South Florida B.S. in Business Management | Minor in Marketing Tampa, FL | May 2027  
Global Citizens Project Participant Fall 2025 – Spring 2027  
Adult/Child/Infant CPR, First Aid & AED June 5<sup>th</sup>, 2024 – June 5<sup>th</sup>, 2026

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## Professional Experience

**Scotlynn** Tampa, FL  
*Sales Account Manager Associate* August 2025 – December 2025

- **Will Represent** a top-ranked 3PL trusted by global brands to streamline North American freight strategy
- **Will Execute** real-time, cold chain solutions supporting seamless CPG distribution to major retailers
- **Will Manage** high-stakes logistics partnerships for a top-tier North American 3PL

**The H.T. Hackney Co.** Tampa, FL  
*Strategic Sales Intern* May 2025 – July 2025

- **Conducted** over 60 store visits weekly to track sales trends and support route-to-market strategies
- **Analyzed** buyer behavior across 75 SKUs to remove barriers, elevate distribution and refine placement
- **Translated** dashboard and walkthrough insights into data-driven territory strategy improvements

**Palm Coast Athletics** Bunnell, FL  
*Basketball Trainer – MarTHREenez Basketball Training* May 2024 - Present

- **Craft** personalized training for over 200 athletes to drive performance and growth
- **Run** 30 targeted drills to sharpen in-game skills and adaptability
- **Cut** scheduling errors 40% by optimizing GymMaster software workflows

**Camera Shy? Not Me!** Doylestown, PA  
*CEO, Co-Founder & Operator* March 2016 – May 2024

- **Oversaw** 150 event partnerships annually, maintaining client loyalty and profit stability
- **Increased** profitability by 15% YoY through operations and service innovation
- **Led** more than 20 charity initiatives with local partners, strengthening community presence and impact

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## Leadership Experience

**FBLA at USF** Tampa, FL  
*Parliamentarian* January 2025 – Present

- **Enforce** cross-functional collaboration ensuring procedural alignment and event successes
- **Advise** leadership on Robert's Rules to standardize operations for over 30 members
- **Spearhead** meeting procedures across multiple weekly events, boosting efficiency feedback by 25%

**Alpha Epsilon Pi Fraternity – Psi Phi Chapter** Tampa, FL  
*Recruitment & New Member Support Specialist* January 2025 -Present

- **Facilitate** new member education through onboarding support, traditions, and values discussions
- **Coordinate** recruitment and formal event logistics to enhance chapter engagement and brotherhood
- **Advance** recruitment efforts, growing chapter size 32% over one semester

**Knack Tutoring USF MUMA College of Business** Tampa, FL  
*Financial Accounting Tutor - ACG 2021* May 2025 – Present

- **Instruct** peers on cost behavior, contribution margin, and forecasting for CPG-aligned accounting
- **Develop** tailored learning plans, exam prep strategies, and clear conceptual breakdowns
- **Help** students improve exam scores by 18% to 25%, moving from failing to confidently passing

**National Society of Leadership and Success** Tampa, FL  
*Leadership Development Candidate* September 2024 – Present

- **Apply** leadership tools from over 12 hours of training to complete team initiatives
- **Network** with high-achieving peers nationwide through structured goal-driven activities
- **Implement** speaker strategies to enhance goal achievement and team alignment

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## Skills

Route-to-Market Strategy • Category Planning • Sales Forecasting • Promotional Strategy • Microsoft Office • Tableau • CRM Tools • Data Visualization • Market Analysis • Cross-Functional Collaboration • Leadership • Strategic Thinking •

## **Relevant Coursework**

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Operations & Supply Chain Management MAN4504 | Sales Management MAR4403 | Strategic Management & Decision Making GEB4890 | Principles of Finance FIN3403 | AI & Analytics CAI3801 | Business & Economic Statistics II QMB3302