**[Event Coordinator Sales Representative](https://www.postjobfree.com/resume/ad0tex/event-coordinator-la-grange-park-il)**

**Location:**La Grange Park, IL

**Posted:**November 02, 2023

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**Resume:**

Justin Malpede

jmalpede17@gmail.com

(312) 257-1056

Address: 910 Robinhood Lane, LaGrange Park, IL 60526 Education

Arizona State University, W.P Carey School of Business - Tempe, AZ May 2023 Bachelor of Arts in Business GPA: 3.26/4.00

Major(s): Sports Business

Professional Experience

Lakeshore Athletic Services Chicago, IL

Event Coordinator August 2023 – Present

• Proactively manage day-to-day interactions with event clients, ensuring their needs are met and expectations exceeded.

• Lead on-site event execution, overseeing the LAS team, and maintaining a high level of professionalism while interacting with clients.

• Conclude events with thorough post-event follow-ups, ensuring client satisfaction and addressing any outstanding issues.

SportsDataIO Scottsdale, AZ

Data Statistician April 2022 – July 2023

• Contributed to the analytics team by collecting real-time sports news and data across all of the major four sports leagues for the purpose of building a statistical database.

• Learned from and engaged with data operations managers in a fast-paced start-up environment.

• Responsible for the real-time play-by-play data collection which had direct impact on our products effectiveness.

Arizona Diamondbacks Phoenix, AZ

50/50 Ticket Sales Representative May 2022 – September 2022

• Achieved 120% quota in all of my outings, learning on my feet to deal with objection handling, creative selling and client relations.

• Contributed to raising over $2.5 million during the season for the Diamondbacks Foundation.

• Drove sales for a complete cycle creating my own pipeline, building rapport with potential customers and closing sales at a 75%+ rate.

Campus Leadership

Sigma Alpha Epsilon Fraternity Tempe, AZ

Philanthropy Chairman November 2019 – November 2020

• Was able to successfully raise over $10,000 through various programs and events for charitable organizations across the greater Phoenix area, mainly CASA, an organization for positive change.

• Coordinated and presented events to over 1,000 people to donate to charities.

• Built relationships with local businesses to contribute to the community by sponsoring events for charity.

Technical Skills & Activities

Skills: Excel, Adobe Premiere Pro, Emotional Intelligence, Empathy, Analytics, Strategic Management