

## EDUCATION

### **Thomas Jefferson School of Law**

#### **Juris Doctor (Expected May 2016)**

First Semester GPA: 2.54

Co-curricular activities:

- Center for Sports Law Fellow and Sports Law Society Member
- Alternative Dispute Resolution Society Member
- Drafted problem for the 2014 National Sports Law Negotiation Competition

### **California State University-Long Beach**

#### **Masters of Sport Management (2011)**

Thesis: The Pioneer Football League Model - Non-scholarship Division I Football

### **University of San Diego**

#### **Bachelor of Business Administration (2009)**

Major: Business Administration

Minor: Philosophy

## EXPERIENCE

### **University of San Diego Athletics, San Diego, CA**

Assistant Director of Marketing (2011-2013)

- Managed department generating \$350,000 in annual revenue
- Negotiated \$25,000 annually in-trade sponsorships that cut administrative costs
- Generated over \$25,000 annually in revenue from new sales strategies and partnerships
- Managed marketing staff of thirty employees and interns
- Oversaw marketing, branding, and ticket strategies for opening of a \$14 million baseball facility
- Created and managed promotions, in-game marketing and entertainment for all sports

### **Athletes First, Irvine, CA**

Intern (Fall 2010)

- Performed contract analysis of 2009 and 2010 first round NFL Draft picks
  - Created contract reports analyzing annual base salaries, bonuses, incentives and salary cap implications
- Aided in securing clients local marketing opportunities

### **San Diego Sports Commission & Hall of Champions, San Diego, CA**

Marketing Assistant (2009)

- Managed event planning, marketing, and operations for Sports Commission events
- Sponsorship acquisition for Hall of Champions events
  - Generated \$5,000 in revenue for Hall of Champions fundraising event
- Assisted in the bid process for the 2018 and 2022 FIFA World Cup
- Managed Silver and Gold membership accounts and client relations

### **Domann & Pittman, Colorado Springs, CO**

Intern (Summer 2006, Winter 2006, Summer 2007)

- Conducted research and prepared for NFL rookie and veteran contract negotiations
- Assisted in securing local marketing opportunities for clients
- Researched feasible rookie clients to recruit and aided with client services
- Managed and directed several charitable events for clients