

EDUCATION

Thomas Jefferson School of Law

Juris Doctor (Expected May 2016)

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