

# Stefan Giuntoli

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**Summary:** *Motivated individual that thrives in dynamic, goal based environments. Passionate towards personal and professional growth in a business or operations management based position. Previous experience interacting with a wide range of business specialists and entities. Fulfilling and rewarding relationships with co-workers and supervisors is a constant aspiration.*

## EXPERIENCE

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### **Business Development Associate, Carlsbad, CA — Aptus Group LLC**

March 2016 - Present

- Guided new product concepts by conducting market and competitor evaluations before maturation of product development within budgetary constraints
- Determined product viability through market research and explored potential liabilities
- Sourced international manufacturing and continuously sought to reduce costs through product redevelopment
- Presented prototype line item to brand manager resulting in product placement at major manufacturer and retailer

### **Apparel/Video Manager, Poway, CA — Brightscreen Media**

September 2016 - April 2017

- Solely responsible for complete sourcing, quality control, kanban inventory control system, and shipping which resulted in an efficient and profitable apparel entity
- Held full responsibility for all customer service and communications
- Conducted regular sending of emails and notifications to maintain customer awareness and engagement
- Engaged in formatting and editing digital content and videos using Sony Vegas software

### **Research and Administration Assistant, San Diego, CA — Bayside Community Center**

Summer 2015

- Responsible for foundation research projects to supplement donations
- Compiled relevant information to aid in community involvement and city planning initiatives
- Gained experience in various administrative duties including assisting with payroll and time card organization
- Collected and analyzed financial data for new community center improvement projects including community garden and cultural fair

### **Sales and Marketing Intern, Escondido, CA — A&D Technology**

Summer 2014

- Demonstrated and negotiated offers for a commercial GPS based product line
- Distributed promotional materials in person and online, including routine emails targeted to increase education of product features and promote upgrades
- Contacted potential customer markets by conducting sales calls and presenting at in person meetings; resulting in a sizeable product order with a local energy contractor branch
- Maintained solid customer relationships with frequent follow ups and repeated contract negotiation

### **Summer Camp Senior Counselor, Poway, CA — Outpost Summer Camps**

Summer 2013

- Solely responsible for creating group activities with an emphasis on creative learning and problem solving which included; safety and wellbeing, pool activities, improv plays, role playing activities, self-reliance, teamwork, and environmental education.

## EDUCATION & MISCELLANEOUS

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**University of San Diego** — Graduated 2016 ● Bachelor's in Business Administration w/ Marketing Minor

**Hong Kong Baptist University** — January 2015 ● International Business Study Abroad Program

**Microsoft Excel Certified**