

Contact Details

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321-536-2399

KRISTY CORPORA

PROVEN PROJECT MANAGER/ACCOUNT MANAGER PASSIONATELY
HELPING COMPANIES TRANSLATE THEIR BUSINESS GOALS TO REALITY

Tech Skills

- Microsoft Excel/Word/PP/Outlook
- Adobe Acrobat
- Google Suite
- Social Media Marketing
- ADP/SAP
- Zoom/GoToMeeting/Google Meet/Slack
- Survey Monkey
- Recruitment Platforms: iCIMS, Talentwise
- Inventory platform Sortly
- Training platform Mindflash
- PM Software: Wrike/Trello/Miro/Teamwork

TRAKID IoT - USA/RALEIGH NC

04/21-PRESENT – Vice President of Operations

- Pitch, negotiate, and close contracts with amusement parks, zoos, and water park partners
- Manage the development of program KPI's
- Forecast program expenditures while consistently meeting budget parameters
- Build and maintain professional relationships by creating individualized integration of TRAKID technologies, including staff trainings
- Manage the development of multiple projects simultaneously, including but not limited to specs/plans/meetings/content/marketing including key milestones with our partners and TRAKID's internal technology team
- Manage the organization and installation of TRAKID's equipment and kiosks at parks nationwide

Clients Experience

- Jim Beam • Walmart • Blue Rhino • Barefoot Wine • Coca-Cola • GSK • Nestlé • Glade • Yellow Tail • Oscar Myer • Huggies • Heineken • Kellogg's
- Blue Cross Blue Shield Live Fearless Tour • American Express • Keurig • Shell • Ford • Sabra Salsa • OIKOS • Cheerios • IHG Hotels and Resorts • Coca-Cola • GSK

Venues Experience

- Regional retail chain management (CPG) • Regional distributors • NFL, NHL, NBA, MLB, MiLB, NCAA, PGA, NASCAR, and Superbowl • Large- & Small-Scale Events
- Trade Shows • Program Tours • Conference Halls • Convention Centers

GEOMETRY – USA/RALEIGH

11/13-04/21 – Program Field Manager

- Manage the development of program KPI's
- Collaborate internally with Account Executives, Developers, Production, and Coordinators to execute programs according to client expectations
- Manage the collection and analysis of all data and/or research
- Manage POS across multiple markets using the Sortly app
- Create and develop online training for Brand Ambassador's
- Maintain, manage, and schedule a roster of 300+
- Ensure all equipment is properly setup, broken down and maintained; some valued at over \$1M
- Interview potential candidates
- Recruitment using the iCIMS & Sterling onboarding platforms
- Forecast program expenditures including payroll while consistently meeting budgeting parameters

Southern New Hampshire University

Bachelor of Science – Marketing

- The National Society of Leadership and Success-Sigma Alpha Pi
- Honors Society & Deans list GPA 3.8

DIVEbar RALEIGH - RALEIGH NC

12/10-1/13 OWNER/CEO

- Manage and direct full bar operations including budget planning, budget analysis, marketing, planning & executing sales strategies, daily operations management, payroll, customer service, and public relations
- Inventory control including procurement of products and supplies
- Schedule and lead staff meeting
- Plan, direct, and assist in all bar events

