

# CHASE MAYER

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## EDUCATION

*Berkeley Preparatory School, Tampa, FL*

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*Florida State University*

Bachelor of Science in Entrepreneurship

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## Employment

**C.B.K Catering & Events: Director Marketing & Business Development** 2017 – Present

- Directly oversee all new business, sales, and marketing
- Led the charge for negotiating a large new exclusive commercial contract
- Worked with CBK since inception in 2010. Various roles and responsibilities
- Personally ran rebranding campaign to develop new website, logo, menus, marketing materials, vehicle wraps, etc.

**Health Insurance Innovations: (NASDAQ: HIIQ) Business Analyst**, 2015

- Rotated through four divisions of the company reporting directly to the Vice Presidents
- Learned how to use proprietary company systems and software
- Concluded a research project and offered comprehensive solutions that were implemented by management
- Spent time working in operations, product development, sales, and customer service

**Pop Your Top Custom Bottle Openers: Founder/Owner**, September 2016 – Present

- Formed an LLC in September 2016, Began selling January 2017
- Sourced design and production of the product, conducted product testing/prototypes
- Created logos, marketing platform, social media accounts, and an e-commerce website

**Tampa Bay Buccaneers Community Relations**, 2011 - 2014

- Member of the marketing/promotional team
- Community Relations liaison at games and local community events
- Worked all home games for three years and attended all community sponsored events

**Professional Car Detailing and Services Owner/Operator**, 2007 - 2014

- Detailed cars, boats, and commercial pressure washing
- Executed contracts with neighborhood associations & commercial office complexes

## ACTIVITIES & INVOLVEMENTS

**Kappa Sigma Fraternity:**

*Treasurer*

- Managed a budget of over \$200,000 and allocated all funds, paid bills, filed taxes, records, etc.
- Preside over all chapter events and manage house/alumni relations

**Philanthropy Chair**

- Raised \$25,000 & led inaugural Heart of a Champion Blood Drive
- Raised more money than all previous philanthropy events
- Raised & donated \$10,000 to FSU Scholarship

**TILT Campus Ambassador**

- Campus liaison for TILT, a crowd funding startup based in California
- Lead the charge for planning and executing the successful funding of campus events.

**Corporate Business Seminar,**

- Taught by ex CFO of publicly traded company Lincare & ex Outback Steakhouse CEO

**Summer Investment Internship,**

- Shadowed hedge fund manager of Gator Capital Management

**Glazer Family Foundation/Tampa Bay Buccaneers Student Ambassador**

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**HONORS AND AWARDS Berkeley Preparatory School Alumni Scholarship:** Single full-tuition scholarship awarded by the Alumni Committee for leadership potential and academic achievement. **Total package value: \$82,200.**