

# Jeffrey Venturino

jeffreyventurino@gmail.com | (707)-845-3499 | Davis, CA

## PROFILE

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A recent UC Davis Graduate, Northern California native, and avid outdoorsman. Unique blend of research and managerial experience from political to scientific, including small-business ownership, field research, cold-calling, and group organizing.

## EDUCATION

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**University of California at Davis** Davis, CA  
*Bachelor of Political Science with minor in History* Sep 2015

## EXPERIENCE

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**Carrol-Loye Biological Research** Davis, CA  
*Director of Operations* May 2012-Present

- Coordinated logistics, packing, and set-up for large-scope field research independently and as part of a field team for three seasons
- Communicated effectively within a team to find solutions to dynamic research problems with unique client requirements, from parsing strict EPA guidelines to creating new methods and techniques
- Operated with minimal oversight and under strict time constraints on numerous time-intensive studies, often directing small teams toward specific goals

**California Canoe & Kayak** Coloma, CA  
*Whitewater Kayaking Instructor* Seasonal July 2017 – Present

- Taught Whitewater 101, 201, Private, and guided Class 3 trips on the South Fork American River, making risk assessments and managing the many complex variables ever present in whitewater instruction
- Held current Level 4 ACA Whitewater Instructor Certification

**Northwestern Mutual** Sacramento, CA  
*Financial Adviser - Intern* Nov 2012 – Feb 2013

- Helped structure diverse financial services to meet individual client needs
- Called potential clients, including cold-calling, door-knocking, and self-promotion in order to generate new clients.

**NuGames** Arcata, CA  
*Co-Owner, Head of Investment & Sales* Jan 2007 – present

- Served as CEO/manager for extended periods of time (multiple consecutive weeks) when necessary managed revenue, employees, liquidity, and sales

- Created and managed a \$30,000 Magic Card singles inventory, served as buyer, seller, and sales rep. for the trading card division of the business.

## **ADDITIONAL**

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NorCal Area Captain and L2 Judge at California Magic Judges – Volunteer at Garamendi for Congress – CA Life & Health Insurance License – Outdoor Sport Enthusiast – Treasurer at UC Davis Men’s Rowing – Second Camera and Graphic Design at Creative Type Productions – Barback at Arcata Theater Lounge – Carpenter at Surfside Construction – Painting Contractor at Bend, OR – International Traveler – Intermediate Spanish

Additional information on work experience, skills, and references available upon request.