

# Sara Stoma

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## WORK HISTORY

### EXHIBITOR SERVICES SPECIALIST

*FREEMAN, AUG 2023-*

- Provide on-site support during trade shows, resolving any logistical challenges and ensuring smooth operations for exhibitors
- Work with internal teams on operations and sales to provide exceptional customer service
- Process and audit various exhibitor charges through internal programs

### SALES ASSOCIATE

*ORANGETHEORY FITNESS, AUG 2023-*

- Conduct needs assessments to identify fitness goals and tailor membership suggestions
- Demonstrate expert knowledge of Orangetheory Fitness programs, services, and membership options to effectively educate and persuade potential members.

### CORPORATE COMMUNICATIONS INTERN

*WASHINGTON COMMANDERS, JUL 2022 - JUN 2023*

- Monitored daily media coverage for a report sent to senior leadership
- Produced event summaries for inclusion in weekly game release
- Escorted alumni to activations during game days and various events
- Oversaw check-in for media and the general public at community events
- Centralized key corporate game day activations from across departments into one document shared to media during game day

### ACCOUNT EXECUTIVE

*ARGYLE PUBLIC RELATIONS, OCT 2021 - MAY 2022*

- Assisted in issue management, crisis communications and risk assessment services
- Managed client accounts with multiple work streams through project tracking and SharePoint management
- Produced weekly media reports on social and traditional mentions and pertinent industry issues for clients

### CAMPAIGN FELLOW

*NEXTGEN AMERICA, SEPT 2020 - NOV 2020*

- Communicated with over 1,000 voters during a crucial election period to gauge opinion
- Developed understandings of new technologies vital to campaign work

### SOLUTION ENGINEER INTERN

*ORACLE, JUN 2020 - AUG 2020*

- Mapped business needs of a mock client conducted a presentation to Executives
- Shadowed Business Development Consultants and Solution Engineers positions and learned cooperation between different employees

### SHIFT LEADER

*PLAYA BOWLS, JAN 2019 - MAY 2019*

- Managed opening and closing the store
- Trained and directed employees to ensure top of the line customer service

### SENATORIAL INTERN

*SENATOR CORY BOOKER'S OFFICE, JUL 2019 - AUG 2019*

- Crafted memos for upper-level staffers in order to create brief understandings of complex issues
- Corresponded directly with constituents to help guide them with issues they were facing

### CAMPAIGN INTERN

*CAMPAIGN TO ELECT MIKIE SHERRILL, MAY 2018 - NOV 2018*

- Engineered paid canvasser program for the campaign to gain more access to voters
- Guided volunteers during canvassing shifts to make sure they were well equipped to speak to constituents
- Corresponded with over 1,000 voters

## ACADEMIC BACKGROUND

**UNIVERSITY OF MARYLAND, COLLEGE PARK**

**2017-2021**

*BACHELOR OF ARTS IN GOVERNMENT & POLITICS*

*BACHELOR OF ARTS IN COMMUNICATIONS*