# Zoe Perkins Chantilly, Virginia

(703) 999-4759 • perkinzm@dukes.jmu.edu • https://www.linkedin.com/in/zoeperkins300/

#### **EDUCATION**

James Madison University, Harrisonburg, VA

Expected Graduation:

Bachelor of Business Administration: Marketing

Concentration: Digital

Academic Achievements: Deans list Fall 2023 3.80

#### **EXPERIENCE**

# **CELSIUS Holdings Inc.**

May 2024 - Present

May 2025

Student Marketing/Brand Ambassador

- Networking across my University through clubs and organizations, building a professional working relationship
- Organizing and planning events throughout campus and creating a positive brand awareness through driving trial and event support
- Highlighting memorable moments from events using social media with eye catching content
- Attended the CELSIUS University 2024 Conference in Fort Lauderdale Florida

### Chick Fil A, Fairfax, VA

February 2020 – August 2024

Team Member

- Actively worked alongside other team members in the production of serving the public & dealt with many leadership roles such as training new team members
- Attended Sunday leadership meetings to develop the working atmosphere and team dynamic
- Awarded the Chick Fil A 2022 2023 Remarkable Futures Scholarship

### **GROUP PROJECTS**

### COB 300 Business Plan, Harrisonburg, VA

January 2024 – May 2024

Team Member

- Worked effectively alongside a team of six other individuals to develop a viable business model
- Conducted market research to identify target demographics for the market quantification and segmentation
- Utilized Microsoft Teams and Microsoft Excel to efficiently produce high quality projections

### Integrated Marketing Campaign (IMC), Harrisonburg, VA

August 2024 – December 2024

Team Member

- Created an effective IMC plan for White Oak Lavender Farm to increase profit 20% by December of 2025
- Conducted audience research and data analysis to define target segments and optimize campaign strategies for maximum engagement
- Collaborated with cross-functional marketing channels, manage budgets, and execute on-time deliverables
- Voted most valuable player (MVP) within the team

## **CAMPUS INVOLVEMENT**

### Pi Sigma Epsilon, James Madison University

Event Coordinator

August 2024 - Present

- In charge of organizing weekly social events and collaborating with other organizations
- Work out the logistics of each event and make sure everything is planned accordingly
- In charge of a committee and delegate weekly tasks that help enhance each event

VP of Marketing

July 2023 – March 2024

- Oversaw the content creation for the chapter's social media platforms
- Utilized Canva to create Instagram posts, stories and promotional ads for the fraternity
- Built up campus connections using social media and marketing and practiced communicating effectively

Head Recruitment Chair

Spring 2023

- Planned spring recruitment events, dates, and created new marketing strategies
- Collaborated with a team on ways to improve the recruitment process

### SKILLS AND CERTIFICATIONS

- Harvard Excel Spreadsheet Certification
- Artificial Intelligence in Marketing Certificate Coursera
- Hubspot Digital Marketing License Hubspot