

TIMOTHY CHINGOS

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(631) 560-1608

EDUCATION

Dartmouth College, Hanover, NH (Graduated June 2008)

Bachelor of Arts, Economics, Focus on Industrial Organization, Minor in Theater.

London Academy of Music and Dramatic Art, London, UK (Fall 2006)

Dartmouth Foreign Study Program, Theater History, Acting, Directing.

POST-GRAD PROFESSIONAL EXPERIENCE

Trulia, San Francisco, CA (Fall 2009 – present)

Inside Sales Representative, National: Generate \$40K in new billing revenue; Provide customer support for new clients; Train and mentor new hires in all sectors of business; Create lead reports in Salesforce, organizing prospects by time zone and pre-qualifying characteristics; Analyze department sales patterns using Salesforce to determine most-likely-to-buy states; Report bugs to engineers to ensure smooth day-to-day work flow.

Social Media Intern (Summer 2009): Conducted two month Twitter analysis with @TruliaMarkerMan to determine ROI on Twitter outreach to consumers; Compiled 16 variable, 276 point data set by hand in Excel, imported to STATA and regressed variables to determine what makes consumers likely to click; Built PowerPoint deck and advised our marketing team and CEO on next steps.

COLLEGE EXPERIENCE AND ACTIVITIES

Sea Tow Services International, Southold, NY (Summers 2002-2006)

Customer Service Representative: Managed customer relations for boaters on and off the water throughout the country; Dispatched boats for emergency and non-emergency situations.

REAL Kiteboarding, Cape Hatteras, NC (Spring & Summer 2007)

Marketing & Media Intern: Filmed, photographed and edited footage featuring professional kiteboarders and industry products; Updated and maintained online store; Authored press releases, sponsorship proposals and letters of introduction for events and projects; Created and executed full marketing campaign for weeklong kiteboarding competition, campaign aspects included press release, media follow-ups and internet exposure.

Medicine Show Theater, New York, NY (Summer 2005)

Stage Manager: Coordinated rehearsals and logistics for off-off Broadway production, ran lights and sound nightly.

Office of Residential Life, Hanover, NH (Fall 2005 – Spring 2008)

Undergraduate Advisor: Planned and budgeted 35+ floor and community programs including whitewater rafting trips; Managed budget of ~\$180/term; Collaborated with fellow UGAs and college administration to ensure community health and safety.

Dartmouth Department of Theater, Hanover, NH (Fall 2005 – Fall 2009)

Director & Photographer: Orchestrated full scale theater production – full length play, \$300 budget, marketing plan and design – coordinating efforts of 30+ actors, designers and advisors; Photographed main stage and student dress rehearsals and edited photos for use in web, print and television media.

Independent Disc Jockey, NY, NH, NC (Fall 2003 – Spring 2009)

DJ: Founded and grew DJ business to entertain crowds of 200+ at functions, fundraisers and campus parties.

SKILLS

Language: Conversational in Spanish.

Computer: Professional experience with Excel, Word, PowerPoint & Salesforce.com.

Academic experience with STATA. Photoshop Proficiency.

INTERESTS

Snowboarding, kiteboarding, juggling, photography and design. Portfolio available @ www.TimothyChingos.com