

Jake McCullough

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Profile

UC Berkeley graduate looking for seasonal hands-on opportunities in hospitality, tourism, outdoor recreation, and similar roles where I can work hard and learn new skills.

EDUCATION

University of California, Berkeley - B.A. Economics

May 2025

- **Relevant Coursework:** Data Science, Econometrics, Entrepreneurship, Public Economics
- **Clubs and Societies:** Men's Lacrosse Student Athlete, President of Web3 at Berkeley, Delta Consulting

PROFESSIONAL EXPERIENCE

Pump.co

Account Executive

Oct. 2025 - Present

- Meet with clients daily to understand their needs, deliver presentations, convey complex solutions and close deals.
- Promoted to SDR Team Lead within four months, then Account Executive. Responsible for meeting clients daily.
- Led a twelve person sales team to meet and exceed quarterly performance while exceeding my own personal quotas.

Greentech Renewables

Manager Trainee

Aug. 2025 - Oct. 2025

- Filled orders in the warehouse on my feet throughout the day (10+hours)
- Learned extensive product knowledge to assist customers, answer technical questions, and recommend appropriate solutions.
- Processed customer orders, managed inventory, and coordinated with warehouse and sales teams for order fulfillment.

SportingCrypto.com

Writer and Editor

Oct. 2024 - Jun. 2025

- Researched, wrote, and edited weekly articles under recurring deadlines while maintaining accuracy and attention to detail.
- Owned final quality review before publication, ensuring each edition met editorial standards prior to release.
- Stayed current on changing industry developments through research.

Edmond's Cafe

Barista / Bartender

Dec. 2022 - May. 2025

- Worked on-campus at the bar / cafe throughout college.
- Made coffees, poured beers, opened and closed the shop. Learned and maintained proper cleaning and cash procedures.
- Trained in proper food handling procedures and alcohol serving practices.

Web3 at Berkeley

President

Aug. 2022 - Dec. 2023

- Founded and led the Web3 at Berkeley community, providing a space for students to learn and foster professional relationships.
- Developed and taught weekly classes on blockchain fundamentals and diverse ecosystems within the Web3 space.
- Coordinated with companies to run a consulting service to apply our members' knowledge to practical problems.

PROJECTS

Economics Thesis

Aug. 2023 - May 2025

- Authored a thesis in the field of economics studying the effects that mobile phone banking has on developing economies.
- Concluded within a 95% confidence interval that mobile money development has a net positive effect on Sub-Saharan economies.

SKILLS AND INTERESTS

- **Skills:** Customer Service, Team Leadership, Communication, Problem Solving, Cash Handling, Barista & Bartending, Sales, Microsoft Excel, Adaptability, Time Management
- **Interests:** Mountain Biking, Backpacking, Camping, Surfing, Travel, Economics, Team Sports