

# Oliver Oelsner

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## EDUCATION

**Indiana University, SPEA - Bloomington, IN**  
**Bachelor of Science in Public Affairs**  
**Major: Public Financial Management**

## EXPERIENCE

**Phaidon International – Chicago, IL** 2023 - Present  
*Consultant*

- A 360 Hyper Specialized recruiter in the healthcare PR and Marketing Space, servicing both parties to ensure efficient and effective hiring efforts
- Identify engaging and attracting outstanding talent for the clients more critical needs in a timely manner
- Sought out and recruited top talent for niche, senior level positions, from screening all the way to closing and hiring

**Fisher Investments – Portland, OR** 2021 – 2023  
*Account Executive*

- Identified prospect's pain points to strategically pivot conversations, leading to setting meetings with regional VP
- Communicated with high net worth individuals using sales techniques to determine a potential investor's goals and set appointments with key stakeholders in the prospects area
- Leveraged a fluid outbound calling strategy to cold/warm leads, leading to a close rate of 60% over a one year period

**I.J. & Jeanné Wagner Jewish Community Center – Salt Lake City, UT** 2021  
*Financial Associate To CFO*

- Collaborated with 13 coworkers to put on the annual fundraiser leading to 1.6 million raised the community center
- Created and presented multiple transparent financial statements to the board of directors on behalf of the CFO's office
- Developed new late membership payment system and reorganized membership sorting system

**Chop N Drop: Weekly Music Newsletter – Bloomington, IN** 2019 – 2022  
*Co-Founder/Campus Ambassador*

- Strategized on weekly research projects regarding to a variety of trends in music and media with three other Indiana University ambassadors
- Collect and analyze survey data from 1600 people every week and communicate these findings to upper management
- Collectively brainstorm ideas for new playlists and brand collaborations to grow the influence of the newsletter over different areas of pop culture

## VOLUNTEERING

**College Ventures IU – Bloomington, IN** 2020 – 2022  
*Fundraising Specialist*

- Reached out to over 100 people, politely asking for donations and receiving around \$3,200 to help send an underprivileged kid to college
- Spearheaded with a team of 80 to develop a comprehensive marketing strategy that resulted in a significant increase in philanthropic donations

**Alpha Epsilon Pi – Bloomington, IN** 2018 – 2022  
*Philanthropy Chair/Active Brother*

- Managed a budget to run activities in the community, sponsor charity events, and bridge a connection to Jewish organizations in Bloomington
- Led and coordinated weekly guest lecturers in an environment fostering group unity and enhancing teamwork

## SKILLS/INTERESTS

| Customer Relationships | Cold Calling | Microsoft Office | Problem Solving | RStudio | Verbal Communication |  
Time Management | Salesforce | Growth Mindset | Public Relations | B2B Sales | Inside Sales | Outside Sales |  
Southeast Asian Culture | Skiing |