Charleston, SC wrightkrist@gmail.com 8438062871

# KRISTINA WRIGHT

coo



## PROFESSIONAL SUMMARY

Accomplished leader with over 7 years of experience driving operational excellence, growth, and innovation. Leverages expertise in process improvement, strategic planning, and relationship building to lead high-performing teams. Passionate about developing talent, managing change, and delivering impactful solutions.

#### **EMPLOYMENT HISTORY**

OCT, 2023 - PRESENT

#### Chief Operating Officer, Weyo Media

- Seeking to build a diverse team, identify problems through interviews, review data, and speak publicly on data and technology to establish thought leadership
- · Motivated to create product roadmaps, drive business growth through strategic operational management, and deliver results

DEC, 2021 - PRESENT

## Chief Executive Officer, DunnWright Logistics, Charleston

- Fine-tuned logistics business operations as sole employee, driving over \$1MM in revenue within 12 months
- · Strategically optimized processes and delivery to achieve rapid growth and scale of logistics services

FEB, 2020 - PRESENT

## Chief Executive Officer, SimplyWright, Charleston

- Drove over \$3MM in lifetime revenue by onboarding 20+ clients including construction, schools, and nonprofits
- Fostered an employee-driven culture by implementing a 30 hour work week for optimal work-life balance.
- Spearheaded marketing efforts by launching podcast, speaking at conferences, and securing additional speaking engagements
- Created custom software solutions for schools to visualize student data, highlighting each student as an individual and showcasing the full scope of who they are beyond statistics.
- Displayed resilience and passion while founding the company during COVID as a new mother without taking maternity leave twice

JUL, 2019 - MAR, 2020

## Operations Supervisor, Fuel Marketplace Startup, Charleston

- Built the first internship program and trained cross-functional staff by conducting over 25 process analysis interviews and creating training manuals.
- Onboarded and trained platform users across accounting, sales, drivers, dispatch, and management departments; grew supplier footprint by 5000% through data analysis.

MAR, 2016 - MAY, 2016

#### Operations Manager, Allstate, Summerville

- Uncovered passion for data analysis by building databases to track growth and outcomes, creating visualizations, and implementing hypothesis-driven projects to improve operations.
- Increased customer retention by over 20% in 6 months by leveraging data analysis to identify and execute new retention strategies, leading to national awards recognition.

FEB, 2013 - MAR, 2016

#### Server and Hostess, Various Family Casual Restaurants, Charleston, SC

Provided excellent guest service, recognized by management for warm greetings, ensuring special requirements were met, and sending guests off with kind invitations to return.

Attended closely to guests with disabilities, food allergies, small children, and other special needs to create a welcoming experience for all.

JAN. 2015 - AUG. 2015

## Co-Founder, EdTech App, Charleston

- Conducted 100+ interviews, created surveys, analyzed data, and identified user needs as a member of the first-ever ImpactX cohort to develop education technology.
- Drove product design and pitched partnerships with College of Charleston and MUSC. Secured \$1,500 in seed funding through ImpactX program.

## **EDUCATION**

AUG, 2014 - MAY, 2018

## Bachelors of Science, College of Charleston, Charleston

BS Economics & Entrepreneurship; REACH Mentorship

AUG. 2010 - MAY. 2014

## BS, Stratford High, Charleston

High School Diploma; Theater, AP Classes, 5.0

#### **SKILLS**

Training	Operations
Problem-solving	Public Speaking
Process Optimization	Data Visualization
Sales	Vendor Relations

## **VOLUNTEER HISTORY**

JAN, 2018 - MAY, 2021

## Associate Children's Pastor, Local Church

- Appointed to lead a team of 4 facilitating bi-monthly Sunday children's services; mentored 8 young girls 1:1 monthly to support their growth.
- Developed curriculum and taught 30+ students through lessons and summer camp sessions. Provided guidance and care for children in ministry programs.

OCT, 2017 - JUL, 2022

## Treasurer, KanpeHaiti, Charleston

- Managed \$25,000 in nonprofit funds using Excel; provided quarterly updates to board. Transitioned books to QuickBooks, overseeing tax prep and fund management.
- Provided strategic guidance on events and initiatives as a board member. Helped organize and spread awareness through community events and engagement.

DEC, 2012 - DEC, 2018

## Displaced Veteran Meal Service, U.S. Department of Veterans Affairs, Charleston

• Led planning and coordination of semi-annual holiday events for 30+ volunteers serving meals to veterans; managed volunteer schedules, tasks, dishes, and event logistics in collaboration with local veterans shelter.

MAY, 2015 - SEP, 2015

## **Board of Advisors, Kreative Kidz Art Studio, Charleston**

• Contributed to an Arts and Culture nonprofit board by identifying potential customers through social media, providing sales and marketing support, and assisting the Art Studio owner with various operational needs.

SEP, 2014 - FEB, 2017

## Peer Mentor, College of Charleston

• Provided timely and constructive feedback to mentor college students with intellectual disabilities including autism, supporting their immersion and independence – discovered own diagnosis of autism in 2021, making this a profound learning experience in nurturing relationships despite personal challenges

## HOBBIES

- Hobbies: Writing songs and standup comedy material, acting, singing, dancing
- Interests: Penning songs & comedy bits, performing arts including acting, singing & dancing
- · Passions: Creative pursuits songwriting, standup comedy, acting, singing, dancing