

Louie Schuler

+1 916-233-6432 - louieschuler@yahoo.com - <https://louieschuler.com> - <https://www.linkedin.com/in/louie-schuler/>

Candidate Overview

Personable and coachable young professional with years of Sales experience in Hospitality & Non-profit, looking to build a professional career in Sales. Proven success in relationship management, process improvement, and data analysis, with a passion to communicate, strategize, and solve complex challenges in high-growth industries.

Work Experience

Bartender

Santa Monica, CA

Cabo Cantina Santa Monica

Oct 2021 - Present

- **On-Premise Sales** - Drove \$10K-\$20K in weekly team sales through product pairing and upselling.
- **Customer Relationship Management** - Primary point of contact for the establishment, constructed & nurtured strong lasting relationships, created clients out of customers and neighboring employees

Payroll/Compliance Specialist (Temp)

Encino, CA

National Ready Mixed Concrete

Feb 2024 - June 2024

- **Compliance Management** - Collaborated cross-functionally to resolve months of backlogged documentation, ensuring multiple projects met DIR standards, preventing legal penalties, and restoring client relationships.
- **HR Administration** - Managed payroll and fringe benefits for hundreds of drivers using JDE & LCPTTracker.
- **Process Optimization** - Designed and implemented an SOP to streamline client access to federally required documentation across 11 internal locations, reducing delays and increasing efficiency.

Visiting Associate (Intern)

ShenZhen, China

Boston Consulting Group

May 2023 - June 2023

- **Market Research/Analysis** - Conducted fintech research on Southern American P2P & cryptocurrency markets to uncover growth opportunities and assess local competitive landscape for client Enterprise Resource Planning
- **Data Presentation** - Consolidated complex research into compelling data visualizations, presented weekly to client-facing teams to guide strategic decision-making.

Accounts Receivable Specialist

Roseville, CA

Zeam Medical Group

May 2020 - Nov 2021

- **Account Management** - Oversaw an Accounts Receivable portfolio of \$250,000, reducing outstanding balances by 20% per month through improved categorization of aging metrics and follow-up strategies.
- **Data Analysis** - Analyzed account aging to identify high-risk accounts and prioritize outreach. Implemented a structured follow-up process that increased collection efficiency and boosted monthly revenue by \$20,000-\$50,000
- **Negotiation** - Collaborated and negotiated with high-value clients to resolve business disputes and close outstanding balances while preserving strong relationships and business retention

Education

Bachelor's Degree in Business Management

Los Angeles, CA

Loyola Marymount University, College of Business Administration

December, 2023

- Arrupe Academic Scholarship Recipient, Dean's List, GPA: 3.4

Community Involvement

Field Manager

Sacramento, CA

Grassroots Campaigns, Inc. - Doctors Without Borders

May 2019 - Aug 2019

- **Team Leadership** - Trained and managed outreach teams, exceeding sales and donor engagement targets.
- **Persuasive Communication** - Developed compelling outreach strategies that drove long-term donor retention.

Merits:

Microsoft Excel Certified Specialist
California State Seal of Biliteracy (Mandarin)

International Baccalaureate Diploma

Skills:

Adaptable
Driven

Analytical
Organized

Critical Thinker
Information Systems

Communication
Quick Learner