

DANIEL KOGAN

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EDUCATION

Northwestern University

Bachelor of Organizational Behavior

Evanston, IL
May 2022

Relevant Coursework: Database Information Systems, SQL, Java, Telecommunications, Advanced Excel, Business Org & Management, Business Finance, Buyer Behavior, Marketing Research, Economics Geography, Operations Management, Legal and Environmental Finance, Advanced Statistics, Finite Mathematics, Statistical Reasoning, Managerial Accounting, Calculus for Business. Microeconomics, Macroeconomics and Environmental Health

WORK EXPERIENCE

AIPAC

Member Engagement Manager

- Raised over \$2,000,000 in under 12 months through strategic outreach, and personal engagement
- Built AI-powered donor research and prospecting applications using Claude
- Create individualized salesforce reports
- Cultivate and manage relationships with HNW individuals, stakeholders, and political influencers
- Contribute to planning of AIPAC's Congressional Summit, including stage operations & VIP support
- Operate within a high-output, multi-region engagement system, balancing event execution, CRM tracking, and rapid response comms
- Utilize Salesforce Nonprofit Success Pack (NPSP)

Century City, CA
Aug 2024-Current

United Talent Agency

Booking Agent Assistant

- Coordinate agent schedule, maintain daily comm with artist managers & venue promoters
- Settle artist shows, process W9-W8BENE tax forms, and initiate show advancement & marketing
- Maximize profit for artist shows by routing shows efficiently and effectively
- Initiate contracting, ticket counts, track deposits, and send out offers to artist managers

Beverly Hills, CA
Feb 2024-Aug. 2024

Century City, CA
June 2022-Jan 2024

Creative Artists Agency

Assistant

- Package and deliver mail & gifts to agents and their clients
- Act as a public-facing liaison while working reception for a top 3 talent agency
- Serve as a representative for A-list clients during check-in for screenings, and parties
- Roll calls, schedule meetings & answer emails for Agents & Executives

Santa Monica, CA
June 2022-Sep 2022

RPA

Paid Search Analyst Internship

- Partnered with Cedars-Sinai account team to optimize digital campaigns in Google & Microsoft Ads, increasing click-through rates and demonstrating measurable ROI for the client.
- Researched and targeted competitive accounts in the LA healthcare market, building insights that informed client acquisition strategy.
- Directed quarterly creative refreshes by identifying high-performing keywords and aligning them with campaign objectives, ensuring consistent client engagement.
- Developed compliant ad copy for both regular and dynamic search campaigns, balancing performance goals with brand voice and legal requirements.

Chicago, IL
Dec 2021-May 2022

X Company

Winter Analyst Internship

- Assisted early-stage, tech-enabled start-up in implementing SALTO keyed entry to building
- Analyzed and visualized data extracted from tenant surveys, and past financial performance
- Traveled to key markets across the United States to meet with investors and survey new properties
- Project managed multiple projects with budgets of \$15k+ by utilizing Asana, Slack, & Canva

Aspen, CO
June 2021-August 2021

Aspen Music Festival

IT Internship

- Managed Sharepoint, Adobe, Windows, Mac, and office administrator tools for administration
- Set up and managed WiFi connectivity across multiple campuses spread out throughout Aspen
- Personally assisted Faculty, Staff, and Students with laptops, phones, online tools, microphones, etc.

Chicago, IL
April 2021-June 2021

The Commencement Group

Sales Internship

- Collaborated with team members to achieve sales in excess of \$30,000 per weekend
- Operated and unloaded a large semi-truck while traveling to college campuses across the Midwest
- Frequently worked 18 hour+ work days to achieve maximum sales output

Aspen, CO
Nov 2020-April 2021

Aspen Ski Company

Lift Operations

- Troubleshooted, maintained, and managed chairlift machinery to assure rapid performance with minimal downtime while guarding the chairlift to sustain the safety of patrons
- Followed strict COVID-19 protocols to conserve a safe environment for patrons and employees.

Computer Kid

Owner

- Use self-motivation techniques and highly organized skill sets to manage, schedule, and train new group of employees; communicate with clients, process payments, and file taxes
- Educate clientele & Computer Kids on using Excel, Word, Powerpoint and other data tools
- Assist customers to identify, and fix problems with iPhones, computers, clouds, printers, etc
- Created promotional for job fairs: large banners, brochures & educational booklets for new hires

Glencoe, IL
Sep 2016-Oct 2022

Sodexo

Future Leaders Intern

- Managed, and supervised a beer garden, cafe, and restaurant at The Chicago Botanic Gardens
- Cooperated with corporate to achieve financial goals, and market catering events
- Learned how to prevent the spread of diseases, viruses, and bacterial infections in restaurants
- Used Exceptional interpersonal skills to provide positive customer service experiences
- Achieved culture diversity training to become attuned to cultural differences

Glencoe, IL
May 2018-Aug 2018

Am Shalom

Receptionist

- Accomplished office tasks in a fast-paced environment during Wednesday night educational events
- Oversaw discipline, and watched over children during Hebrew School
- Counted daily donations
- Provided exceptional customer service for members of the organization

Glencoe, IL
Sep 2012-Mar 2017

Schneider for Congress

Senior Campaign Finance & Outreach Fellow

- Conducted statistical donor research projects to identify prospects.
- Successfully sold "Brad for Congress" products and was part of a team that raised a total of \$522,000
- Personally assisted Brad by dialing prospective donors during 'Call-time'
- Helped Brad take back his position in the House of Representatives
- Edited & created content for weekly constituent & fundraising newsletter
- Acted as the media liaison for fundraising events & parades

Northbrook, IL
Apr 2016-May 2017

TechZone

Residential Computer Consultant

- Diagnose, assist, and fix issues clients face when attempting to set up devices onto the ISU Network

Normal, IL
Jan 2020-May 2020

WNTH 88.1

Operations Director

- Developed manual on efficient broadcasting and instructed 100+ radio "DJ's"

Studio Manager

- Coordinated logistical, and legal operations for WNTH.
 - Hosted noteworthy individuals on air such as Brad Keywell from Groupon©
 - Overhauled the station's social media platforms, and organizational structure

Winnetka, IL
Aug 2015-May 2017

LEADERSHIP & ACTIVITIES

Northwestern Crew

Rower

- Wake up at 5 AM five-days a week to row with teammates, and participate in regional competitions

Evanston, IL
Sep2021-Jan 2022

Inter-fraternity Council

Judicial Affairs

- Cooperated with member organizations to find compromise when rules were violated
- Enforced judicial bylaws and created a judicial court in charge of hearing cases

Normal, IL
Sep 2017-Aug 2020

WZND 88.1

Production Assistant Intern

- Adapted my recognized, local personality to market local events, and business on air

Normal, IL
Sep 2017-May 2018

Kappa Sigma Fraternity

Founding President of Kappa Sigma Fraternity at Illinois State University

- Coordinated, oversaw, and created Kappapalooza: a concert with 400+ participants w/ Win and Woo performing
- Oversaw "Lodgefest" a concert with 2k+ attendees over two weekends. Recruited 4 artists including Neutral (whose Chainsmokers remix garnered 250,000+ plays on YouTube and was featured on Good Morning America)

Normal, IL
Sep 2017-Aug 2020

- Built strong relationships with event production facilitators including sound engineers, lighting staff, and local venue owners to secure concert rights for shows.
- Organized a group of friends, and acquaintances to create a community of 90+ built upon friendship.
- Recommended and appointed specific members to leadership roles including vice president, treasurer, secretary, and many chairman positions
- Cooperated with school leadership, and external companies to create shirts, pamphlets, banners, videos, and other promotional material
- Grew social media presence from 0 to 2,000+ organic followers by creating noteworthy content
- Cooperated with the school administration, and coordinated with external companies to create shirts, pamphlets, banners, videos, and other promotional material.

Housing Manager

- Maintained a positive relationship with the landlord and managed internal utility bills
- Assured compliance with standards dictating cleanliness quiet hours, and rotational duties
- Managed weekly deliveries to maintain stock of toiletries, and food for 500+ visitors a week
- Fundraised with national members to secure funding for member housing

Kolla Music

Manager

- Managed C-list Chicago-based EDM duo specializing in Future Bass Music
- shows at numerous well-regarded Chicago venues including Concord, Aragon, and River West
- Communicated and planned shows with Medasin, Whethan, Louis the Child, & other EDM teams
- Kept frequent line of commutation with members of Keel LA
- Designed and took photos for a visually appealing, and engaging website, integrated with SoundCloud, iTunes, Spotify, Instagram, and Twitter.
- Creatively navigated entertainment outlets to secure a spot for Kolla at Summer Camp Music Festival.
- Secured shows at numerous well-regarded Chicago venues

Chicago, IL
Sep 2018-Apr 2019

WNTH 88.1

Operations Director

- Developed a manual on efficient broadcasting to onboard 100+ radio hosts
- Coordinated logistical and legal operations for WNTH.
- Hosted noteworthy individuals on air, such as Brad Keywell from Groupon©.
- Overhauled the station's social media platforms, and organizational structure.

Winnetka, IL
May 2015-May 2017

New Trier News

Journalist

- 3+ years experience writing for township newspaper. Exposed Sodexo price gauging practice of uncharging pizza slices from Lou Malnati's by \$3.35. Public feedback led school to change providers.

Winnetka, IL
Sep 2016-May 2017

VOLUNTEER EXPERIENCE

Team Tyler/Autism Speaks

Co-Chair

- Organized and fundraised for the Autism Speaks© North Shore Walk-a-thon, recruited 300+ donors
- Leveraged former lunch committee position to negotiate a deal with Pepsi-Cola© to provide snacks

Glencoe, IL
Mar 2012-Mar 2017

RefugeeOne

Daycare Associate

- Tutored school children of displaced families that were assimilating in the United States
- Created a short film, leading to \$1,000+ in donations for the daycare by creating an informational video
- Chosen on as a voluntary Senior Project.

Chicago, IL
Apr 2017-May 2017

HONORS & AWARDS

- Norman L. Frey Award for Excellence in Senior English
- Received \$4,500 award to startup The Computer Kid from Means Center for Entrepreneurial Studies
- Certification: Oakton Community College, Public Health Contact Tracer Paraprofessional 2020
 - **Awarded competitive Crankstart and Osher Scholarships at Northwestern University**

May 2017
November 2018
August 2020
September 2020

SKILLS

- **Fluent conversational ability in Russian**
- Avid skier, active conversationalist, extensive geographic knowledge, & pro at sneaking into Coachella
- **Technical:** Expert proficiency in Microsoft Office and Administrator tools
Expert proficiency with Adobe Photoshop, and Illustrator