

Phil Kregel

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Experience

Director of Business Development, The Beag Company July 2015

- Attend conferences on behalf of the company and host small to medium sized networking events
- Cultivate relationships with general consultants to secure deals with nationwide campaigns
- Assist clients with the development of their site and troubleshooting the NationBuilder platform
- Implement bold digital outreach strategies that align with campaign messaging
- Expand the organization's Grassroots infrastructure by utilizing the NationBuilder suite of tools
- Heavy focus on trainings, implemented on a worldwide scale

Senior Enterprise Sales Executive, NationBuilder, July 2013 – April 2015

- Maximized top tier campaigns outreach plans to reach voters using digital means
- Crafted big picture digital strategy driven by data for NRA, Mitch McConnell, John Cornyn
- Coordinated and trained 50 members of state and nationwide organizations how to use the NB
- Hosted and attended small to large scale events on behalf of the company
- Communicated via mainly written communications to ensure successful use of the system
- Top producer on sales team grossing over \$600,000 annually

Political Field Director, Republican Party of Virginia (RPV), Spring –Summer 2013

- Recruited over 100 volunteers to implement GOTV efforts
- Hired and managed interns to maximize regional campaign output
- Spoke at county meetings to small and medium sized crowds
- Organized phone banks where over 10,000 calls were made
- Managed regional Facebook and Twitter communications

Statewide Grassroots Coordinator, Linda McMahon for US Senate, Spring –Summer 2012

- Hired over 150 interns for our state wide offices
- Managed event logistics for the campaign with the candidate in attendance
- Orchestrated grassroots GOTV efforts throughout different regions of the state

Membership Apprentice, American Legislative Exchange Council, Fall 2011

- Solicited State Legislators and international businesses across the nation to join the council
- Cultivated corporate sponsorships for ALEC's Annual Conference
- Maintained membership and fundraising IMIS database.

Buyer's Agent, McKissack Realty Group, 2009-2010

- Sold \$900,000 worth of real estate in 6 months in the North Texas region
- Coordinated with numerous service providers to ensure closing dates were executed
- Represented first time home buyers and seasoned investors in the home buying process

Education

Bachelor of Arts, Political Science

University of North Texas, Denton, TX – 2008

Proficient in NationBuilder, CSS, WordPress, Keynote, Excel, Word, iMovie

Volunteer Co-founder of LA Sammy Drop

Also Notable

- Candidate for Place 4 City Council of Denton, TX, 2010 and 2013
- Curator of grillwithphil.com
- Vice President, Recruitment and Social Chair for Theta Chi Fraternity
- Certified to teach 8th-12th grade social studies