

Kenya Chestnut

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EDUCATION

Howard University School of Business, Washington, D.C.
Honors B.B.A Marketing Major

Expected Graduation: May 2024
GPA: 3.52 / 4.00

EXPERIENCE

Backstage Capital | *Summer Associate* / Los Angeles, CA Jun 2022 – Aug 2022

- Conducted industry research on establishing an accelerator program and presented recommendation to partners
- Reviewed pitch decks, met with 3 founders and consulted them on how to improve their pitch and secure additional funding
- Developed an investment thesis focused on web3 and the creator economy and delivered pitch to general partners

Project Elijah Empowering Autism | *Creative Director* | Philadelphia, PA May 2021 – Sep 2021

- Filmed and edited four events that were delivered to corporate partners to obtain funding
- Captured behind the scenes video and photography work for promotional use
- Gained film mentorship from an executive producer for Sony Studios

Vector Marketing | *Sales Representative* / Bucks County, PA Aug 2020 – Sep 2020

- Sold over \$3,500 worth of Cutco in my first week on the job
- Attained a closing ratio of over 50% and an average order of over \$450
- Achieved three promotions within my first two weeks on the job

LEADERSHIP & ACTIVITIES

School of Business Executive Leadership Honors Program | *Fellow* / Washington, D.C. Jul 2020 – May 2024

- Co-lead a team of 9 students to present a hybrid operations workplan solution to Accenture
- Presented case study solutions to Fortune 500 corporate sponsors including PVH, SVB, and Dow Inc.
- One of 25 students selected into the program from the School of Business' incoming class of 450 students

HBCUvc | *Fellow* / Los Angeles, CA Apr 2022 – Present

- One of 17 fellows accepted into the PledgeLA and HBCUvc cohort from a pool of 168 applicants
- Studied venture capital technicals and the due diligence process in a strategically designed two-month course
- Partnered with several host firms and ultimately accepted a summer associate position at Backstage Capital

YouTube Channel | *Founder* / Philadelphia, PA Mar 2021 – Present

- Created over 50 videos helping incoming college students navigate their freshman year
- Utilized SEO tools like TubeBuddy and Keywords to optimize videos for search
- Built a community of over 500 subscribers including influencing several students to attend Howard University

Burn Documentary | *Creative Director* / Washington D.C. Feb 2023 – Present

- Co-directed and edited a 12-video docuseries focused on the development of 12 artists
- Won \$2000 in funding for our next premier on September 15, 2023 and oversubscribed our \$1,000 goal
- Crowd funded over \$500 before the release of our first premier

COMMUNITY SERVICE

Junior Achievement | *Fellow* / Washington, D.C. Mar 2023 - Present

- Guided 20 middle school students to learn about financial literacy during 3 workshops

Howard University Alternative Spring Break | *Fellow* / (Virtual) Mar 2021

- Presented a college checklist to over 30 middle and high school students in Baltimore

AWARDS & CERTIFICATIONS

- Howard University Capstone Scholarship – Full Tuition (4 years)
- Won 1st place and \$1,000 in a corporate case study competition for Dell Technologies
- SBEL Thermo Scholarship (2022-2023)
- Email Marketing Certified by HubSpot
- TechBridge Excel Certified (in partnership with JP Morgan Chase)

SKILLS

Skills: Figma, Excel, Adobe Photoshop, InDesign, Adobe Lightroom, Final Cut Pro, Canva