Christopher P. Dallao

(631)897-7130 – cpd214@lehigh.edu – LinkedIn: <https://www.linkedin.com/in/chris-dallao>

**EDUCATION**

Lehigh University, B.S. in Supply Chain Management, Entrepreneurship Minor, 3.0 GPA **05/2018**

# **PROFESSIONAL EXPERIENCE**

Crowdplsr Inc. – Business Development Intern – Bethlehem, PA **06/2016 – Present**

*A Ben Franklin Technology Partners portfolio startup company, Crowdplsr offers a web-based software application that allows fans and event organizers to select, promote, and crowdfund ideas for concerts and events.*

* Achieved double the average positive response rate to cold call and email pitches for a startup company, reaching out to executives of 250+ companies across the state of Pennsylvania, developing B2B app user partnerships
* Managed and expanded Contact Relationship Management and Market Data Collection databases by 300+ contacts
* Reported directly to the CEO
* Developed and implemented the official Crowdplsr social media strategy, increasing quarterly Facebook page impressions by 300% and quarterly Twitter page impressions by 200%, increasing website traffic and app usage
* Co-wrote the first official onboarding guide for new customers with the CEO

**Baker Institute for Entrepreneurship** – Product Development Fellow – Bethlehem, PA **05/2015 - 08/2015** *LaunchBay C, a full-time student entrepreneurship idea accelerator on Lehigh’s Mountaintop Campus.*

* Partnered with a marketing student to develop the Sensay, a 3D printed food spoilage detection device
* Wrote a business plan, fabricated product prototypes, and pitched the concept to venture capitalists

# **LEADERSHIP EXPERIENCE**

**Lehigh University Music Box** – President/ Master of Ceremonies – *Bethlehem, PA* **01/2015 - Present**

* Lead a membership of 100 in strategy, budget, fundraising, community engagement and event planning efforts
* Host 12 events per year showcasing student talent to audiences of upwards of 150 people

**Lehigh University Office of Student Leadership Development** – Ropes Course Facilitator – *Bethlehem, PA* **08/2016 - Present**

* Facilitate and tailor courses and discussions to achieve the desired learning outcomes of participant groups

**One Love Fest** – Festival Organizer/Musical Director – *Bethlehem, PA* **04/2017**

* Co-organized One Love Fest, a three day arts festival on Lehigh University’s campus celebrating student artists
* Managed logistics and artist relations for all musical performances as part of the festival

**TEDxLehighU –** Master of Ceremonies – *Bethlehem, PA* **11/2016**

* Hosted a TEDx talk at Lehigh University

**Lehigh University 150th Anniversary Celebration Vocalpalooza** – Master of Ceremonies – *Bethlehem, PA* **10/2015**

* Hosted the single largest student performance showcase in Lehigh University history to a crowd of over 300

**SOFTWARE PROFICENCIES**

* SAP ERP; Salesforce; Hootsuite, Buffer; Access; Excel

# **ACTIVITIES**

**Lehigh Consulting Group (LCG)** – Small Business Consultant – *Bethlehem, PA* **02/2016 - Present**

* Finalist in LCG/PricewaterhouseCoopers Consulting Case Competition
* Engaged as a part of a small business consulting team advising a local specialty food business