



JACOB SANDLER

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Extrovert / Optimist / Entrepreneur

PROFESSIONAL EXPERIENCE

LAST DRAFT INC: FOUNDER, CEO

TORONTO, ON — JAN 2018 - PRESENT

▲Last Draft is a boutique marketing and content creation agency specializing in thought leadership and personal brand management for executive teams.

THE PROJECT SHOP VALIDATION STUDIO: CO-FOUNDER

TORONTO, ON — JAN 2022 - PRESENT

▲We leverage proven methods for market validation to create tangible customer feedback loops that guide new business ventures on their path to scale.

CENTRAL ELGIN BEACH RESCUE SERVICE: SUPERVISOR (2018-2021)

SENIOR LIFEGUARD (2013-2017) LIFEGUARD (2010-2012)

PORT STANLEY, ON — MAY 2010 - PRESENT

▲Managed a staff of 20+ lifeguards supervising a beach population of sometimes >10,000.

CEO QUEST: SENIOR ASSOCIATE

SAN JOSE, CA & NYC, NY — JUL 2017 - FEBRUARY 2019

▲Led business development, marketing, sales ▲Developed and executed sales-outreach strategies in-person and through LinkedIn & Email across multiple user accounts ▲Coordinated the creation and distribution of content, including pitch decks, articles, think-pieces, company news, social media posts, and a bi-weekly newsletter.

LAST DRAFT EDITORS: CO-FOUNDER, CEO

VANCOUVER, BC — NOV 2016 - NOV 2018

▲Supported more than 50 Canadian medical students in securing top-choice residency positions across the country.

LULULEMON ATHLETICA: EDUCATOR

HALIFAX, NS — NOV 2012 - MAY 2013 & APR 2014 - JUL 2014

VICTORIA, BC — NOV 2015 - MAY 2016

VANCOUVER, BC — NOV 2016 - JAN 2017

▲Educated guests on the technical and material qualities of apparel, maximizing sales, reducing loss, and ensuring guest satisfaction ▲Engaged as community builder with affiliate yoga and fitness studios to build and maintain lasting relationships.

EDUCATION

COMBINED FIRST CLASS HONOURS, BA, ENGLISH & CANADIAN STUDIES

DALHOUSIE UNIVERSITY; HALIFAX, NS — 2010 - 2014

▲4.02/4.3 GPA ▲University Medal for Canadian Studies (highest academic standing in graduating class)

▲Dean's List 2010 - 2014

HOBBIES & INTERESTS

Roadtripping, urban backpacking, coffee, music, camping, photography, wine, creative writing, reading, exploring, travel, poetry, politics and current events, cooking