

Stephen Malta

1012 Capuchino Avenue | Burlingame, CA 94010
(650) 787-3347 | StephenMalta@gmail.com | www.linkedin.com/in/stephenmalta/

Education:	The University of San Francisco (USF)-San Francisco, CA B.S., Business Administration	May 2017
Research:	University of San Francisco- San Francisco, CA Researcher	April 2015- Present
	<ul style="list-style-type: none">• Researched independently and as member of the Change Agent Research Lab at the intersection of business and applied psychology on the individual, organizational, and cultural level• Published 3 articles on CHART Lab's website and on LinkedIn reaching 1750+ professionals. Recently these received press from academic journals, and the Oxford Review• Synthesized topics from the organizational discourse and demonstrated thought leadership on: Planned Radical Organizational Change, Managing Ambiguity During Transformational Change, and Flourishing Workplace Culture	
Work Experience:	Bay Area Impact Investing Initiative- San Francisco, CA www.baiii.org Marketing Consultant Volunteer	January 2017- Present
	<ul style="list-style-type: none">• Manage strategic marketing effort building a low cost and effective backbone for operation, resulting in a 2130% increase in monthly visitors with an average of 3.91 page views.• Coordinate and implement marketing strategy with team of 4 people, building press kits for thought leaders and PR channels, and tracking KPIs• Write and review content with founder, publishing as co-author to our first and second article of series on website and channels• Pursue business development opportunities securing PR channel with Net Impact, and pitching business model to senior leaders resulting in new partnerships• Edit and launched a 1400 subscriber campaign with the Bay Area Impact Investing Community• Collaborated with graphic designer, optimizing UX from inbound content through website	
	Change Agent Research Team Lab (CHART Lab), USF- San Francisco, CA www.chartlab.org Research Assistant	March 2016- Present
	<ul style="list-style-type: none">• Set the example for team on how to publish and carry forward research through writing articles• Advocate change initiative and implement new communication and process management systems for 14 person team• Participate in weekly research meetings, sharing findings from academic journals, and coaching peers• Search with detail into research inquiries from lab professor, reporting back with findings• Work independently preparing reports on research methods and conclusions• Support the lab by recruiting qualified psychology and management students, speaking in front of classrooms	
	Ipera Technology- Burlingame, CA Product Management Intern	February 2015- August 2015
	<ul style="list-style-type: none">• Devised detailed reports, supported with Google Analytics, identifying overlooked weaknesses of the business for the Board of Directors, while providing recommended solution options• Advocated change through the engineering culture in the business, selling my ideas, negotiating compromises, and gaining approval for funding changes needed• Managed website re-design project through the adversity of a low budget and the distance of an out-house web developer, remotely coordinating the marketing website design• Led offsite web developer to build a website within 3 weeks while clearly stating a value proposition, and optimizing for mobile UI and consumer experience	
Skills:	Proficient in Salesforce Administration, Trello, Microsoft Excel, Mac and PC, social media (i.e., Twitter, Facebook, LinkedIn Marketing and Analytics), Mail Chimp, Google Analytics, HooteSuite, WordPress, Public Speaking, Visio, and familiar with SQL.	