

KEVIN LUHRS

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EDUCATION

University of North Florida Jacksonville, Florida
Master of Public Administration (MPA) *GPA: 3.80* August 2022 - December 2024

University of North Florida Jacksonville, Florida
Bachelor of Arts Political Science *GPA: 3.24* June 2017 - May 2022

WORK EXPERIENCE

Jimmy Peluso for Jacksonville City Council Jacksonville, Florida
Campaign Staffer January 2023 - May 2023

- Conducted voter outreach through door-to-door canvassing, phone banking, and literature drops
- Actively listened to and tracked voter concerns and sentiment using the MiniVAN software
- Assisted candidate with interview and debate preparation through mock interviews and giving feedback on answers
- Staffed fundraisers and assisted donors with event knowledge

Elsevier Gainesville, Florida (Remote)
Business Development Representative May 2022 - April 2023

- Qualified and prospected sales leads using Salesforce and Outreach.io
- Managed prospecting timelines while proactively following-up with clients
- Established and maintained accurate customer accounts within Salesforce
- Utilized data insights from Tableau and Outreach to inform prospecting workflows
- Built prospecting sequences in Outreach.io

University of North Florida Student Government Jacksonville, Florida
Senator April 2021 - April 2022

- Interpreted Robert's Rules of Order upon request by Senators and professional staff
- Served on the Rules & Oversight and Budget & Allocations committees
- Participated as a voting member in Student Government's \$4.5 million budgeting process for the 2022 FY
- Advocated for and voted to allocate over \$50,000 in club travel funding
- Served as Senate Parliamentarian and as Vice-Chair of the Rules & Oversight and Student Union Advisory Board Committees

Spinnaker Media Jacksonville, Florida
Opinions Editor August 2020 - December 2020

- Wrote compelling narratives using data-driven analysis on the 2020 Federal election in Microsoft Word
- Copy-edited reporter's articles for inaccuracies and grammatical errors using Google Docs
- Provided insight on the 2020 Federal elections to the editorial team
- Utilized G-Suite to communicate with the Spinnaker team

AWARDS

Lex Hester Memorial Scholarship Lex Hester Memorial Scholarship Review Committee
Awarded by the Lex Hester Memorial Scholarship Review Committee and the City of Jacksonville to a Duval County resident in the UNF MPA program.

Lex Hester Endowed Fellowship for Public Administration University of North Florida Foundation
Fellowship awarded to select MPA students in recognition of significant educational achievements and leadership experience

Ryan See Senator of the Year Award University of North Florida Student Government
Recognized by my peers for dedication as Senate Parliamentarian during the 2021-2022 Student Government administration

Scholastic Art and Writing Awards

Awards won as a Creative Writing student at Douglas Anderson School of the Arts. 1x Honorable Mention in Poetry - 2016. 1x Honorable Mention in Short Stories - 2016. 1x Silver Key in Flash Fiction - 2015.