

Luke Leiato

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EDUCATION

University of California, Los Angeles | UCLA College of Letters and Science
Bachelor of Arts in Political Science | GPA: 3.5/4.0

Los Angeles, CA
Jun 2023

Santa Monica College | Scholar's Program
Associate of Arts in Humanities and Political Science | GPA: 3.8/4.0

Santa Monica, CA
Jun 2021

WORK EXPERIENCE

Auctane– Shipping Software for Ecommerce Fulfillment
Associate Field Account Manager

Los Angeles, CA
Jun 2025- Current

- Manage and grow a portfolio of 60+ client accounts, negotiating terms and vendor agreements to drive account retention, expansion, and revenue growth.
- Achieved 120% of quota this quarter, generating \$55,000 in pipeline through account management, pipeline forecasting, and consultative outreach.
- Monitor account performance against revenue targets and KPIs, proactively identifying opportunities to close gaps and scale existing business.
- Partner cross-functionally with onboarding and marketing teams to ensure seamless account activation and consistent execution.

Enterprise Mobility– Daily Rental Division
Assistant Branch Manager

West Hollywood, CA
Apr 2024- Jun 2025

- Promoted to Assistant Branch Manager after ranking #2–3 in the regional performance matrix, managing account relationships across VIP, retail, and corporate segments.
- Drove 41% growth in branch performance through proactive account management and consultative sales strategies.
- Increased customer satisfaction index (ESQi) by 10% at one of the region's highest-volume locations through proactive issue resolution.
- Coached team members on negotiation, client communication, and account retention strategies, contributing to multiple Champs Club recognitions.

Cherry Pop Records– UCLA's First Student Run Record Label
Marketing & Event Coordinator, Founding Member

Los Angeles, CA
Sep 2022- Sep 2023

- Negotiated vendor and partner agreements to execute artist releases and live events on schedule and on budget.
- Managed multiple concurrent projects and deadlines, proactively solving problems to ensure smooth execution.

Tuned In UCLA– Self-funded Student Group Managing Live Concert Production
Marketing & Event Coordinator

Los Angeles, CA
Nov 2022- Jun 2023

- Built and managed partner relationships across campus organizations, balancing multiple priorities under tight deadlines.
- Coordinated logistics for live events, adapting quickly to shifting timelines and requirements.

LEADERSHIP EXPERIENCE & ACTIVITIES

RippleMatch- Your AI Job Matchmaker
Program Manager

Los Angeles, CA
Dec 2022- Mar 2023

- Managed relationships and outreach initiatives across recruitment partnerships.

SMC Investment and Entrepreneurship Club
Public Relations Officer

Santa Monica, CA
Sep 2020— Jun 2021

- Built and managed social media presence and streamlined communications for 30+ members.

SKILLS & AWARDS

Skills: Account Management, Negotiation, Vendor Management, Revenue Forecasting, P&L Management, KPI Tracking, Client Relationship Management, Problem Solving, Google Sheets/Excel, Cross-Functional Collaboration

Awards: UCLA Dean's List (2022) | Phi Theta Kappa Honors Award | Alpha Gamma Sigma Honors Award | SMC Scholars Program