

Frank Wendling

Client-oriented professional with a strong background in relationship management, strategic communication, and solution delivery. Experienced in guiding stakeholders through complex processes, aligning product value with organizational needs, and ensuring a seamless transition from engagement to execution. Skilled in cross-functional collaboration, CRM platforms like Salesforce, and delivering data-informed insights to support long-term success. Brings a proactive, detail-driven approach to driving client satisfaction and operational efficiency.

EXPERIENCE

Business Development Representative, — Dailypay

December 2024- Present

- Cultivated relationships with HR and payroll leaders, aligning DailyPay solutions with different client persona-specific workforce needs.
- Delivered compelling, value-driven messaging to educate prospects on platform capabilities and long-term ROI.
- Utilized Salesforce and Outreach to maintain organized, transparent communication and ensure seamless handoffs to implementation teams.
- Collaborated cross-functionally with Sales and Customer Success to support a smooth customer journey from initial interest to onboarding.

Grant Writer, — Belleville Board of Education

May 2024 - December 2024

- Conducted in-depth research to identify funding opportunities, aligning data driven insights with organizational goals.
- Compiled detailed reports and narratives, combining analytical and creative skills to effectively communicate objectives to diverse stakeholders.
- Maintained accurate documentation and managed the entire lifecycle of grant proposals, ensuring fidelity and alignment with strategic initiatives

Operations Assistant, —Stockton University Event Services

September 2022 - May 2024

- Supported event operations by gathering and synthesizing client requirements, translating them into actionable plans.
- Delivered data-informed solutions to improve guest experiences and resolve issues promptly.
- Assisted with visual communication elements, including event-related signage and informational kiosks.

Journalist, —Two River Times

September 2019 - May 2020

- Conducted extensive research and interviews to produce data-rich articles, ensuring factual accuracy and audience relevance.
- Developed supporting visual aids to complement written content and improve reader comprehension.
- Collaborated with editorial teams to align storytelling with audience segmentation and targeted outreach strategies.

FrankWendling517@gmail.com
(973-567-1899)
frankwendling.com
<https://www.linkedin.com/in/frankwendling>

EDUCATION

Stockton University, – Galloway, New Jersey

September 2021 - May 2024

Bachelor of Arts
Literature/ Communications
GPA 3.94
Magna Cum Laude
The Trade Desk Edge Academy
Certified: Marketing Foundations

SKILLS

Microsoft Office
Salesforce
Salesloft
Gong
Chorus
Zoominfo
Google Workspace
Attention to Detail
Research & Reporting
Media Campaign Activation
Effective Communication
Adobe Creative Cloud

EXTRACURRICULARS

Order of Omega Member
Sigma Pi Fraternity Member
Sigma Pi Executive Board Member
Sigma Tau Delta National English Society Member
Love Blue Member