

JENNIFER L. PULLINGER

jenniferlpullinger.com | 434.227.1715 | jpullinger@gmail.com | Richmond, Va.

QUALIFICATIONS SUMMARY Seasoned at writing and editing content on a range of subject matter. Envision multifaceted media and digital marketing campaigns for diverse audiences. Experienced in building loyal social media followings. History of working with array of institutions, from WINA Radio to PBS to Keppler Speakers.

EDUCATION **Master of Arts, Communications** | Georgia State University
Bachelor of Science, Marketing; Minor, Communications | Virginia Tech

EXPERIENCE **WRITER, EDITOR, PUBLICIST, SOCIAL MEDIA + COMMS STRATEGIST**, January 2006 – current
Freelance, Richmond, Va., jenniferlpullinger.com
Provide writing, editing, social media, and publicity services. Craft a range of marcomm strategies, from media relations to managing website launches and content marketing plans to influencer campaigns and public speaking. Firm grasp of social media platforms and best practices, as well as CMS systems.
WRITING CREDITS: *INFORM* (Virginia Society of the American Institute of Architects), *Mediabistro.com*, *Flavor Magazine*, *Richmond.com*, *Northern Virginia Magazine*, *Virginia Gardener*, *Architect Magazine*, *Richmond Magazine*, and *C'Ville Weekly*. Clients have included PBS Education, Keppler Speakers, Yoga Alliance, UVA Darden Graduate School of Business, and Richmond Home Shows/Marketplace Events.

- **NOTABLE CLIENT:** PBS, Arlington, Va., pbs.org/education – From 2014 to current, craft social media content (toolkits, monthly/weekly schedules) for PBS Teachers and PBS KIDS platforms that engage and inspire a national audience, including 330+ member stations.
- **NOTABLE CLIENT:** University of Virginia Darden School of Business – In 2022, worked with the marcomm team to craft social media comms + drive key objectives (engagement, enrollment).
- **NOTABLE CLIENT:** Charlottesville Climate Collaborative, cvilleclimate.org – Provided writing and social media support to engage local businesses and households in reducing its CO2 footprint.
- **NOTABLE CLIENT:** Southern Women's Show, Richmond, Va. – Created and executed the show's publicity strategy, including social media and influencer campaigns. Also worked with Southern Women's Shows in Jacksonville, Charlotte, and Memphis.
- **NOTABLE CLIENT:** *Mediabistro.com*, New York, NY – From July 2012 to February 2013, served as editor of the morning newsfeed, a roundup of the top headlines in publishing, broadcasting, media, advertising, mobile, and PR, emailed daily to 170K subscribers, including major media influencers.
- **NOTABLE CLIENT:** Oettinger & Associates, Inc., Springfield, Va., o-a-inc.com – Executed publicity plans for political and military affairs books, and for acclaimed indies *The War Tapes*, shortlisted for the Oscars Best Documentary Feature, and *Sweet Land*, the first carbon neutral film of its kind.
- **NOTABLE CLIENT:** FiscalNote, Inc., Washington D.C. – Write weekly social media schedules in support of FiscalNote as a leading technology provider of global policy and market intelligence.
- **NOTABLE PROJECT:** C-BIZ – From February 2019 to February 2020, served as editor of C-BIZ, *C'Ville Weekly's* quarterly business magazine. Circulation: 5K published magazines per quarter, with a 52,000+ yearly readership, available at 65+ drop points around metro Charlottesville-Albemarle.
- **NOTABLE PROJECT:** Sea Suite Cruises – Generated media and influencer coverage for the launch of three different James River recreational cruises, Paddle Club RVA, Tiki Club RVA, and Retro Boats.

MARKETING COPYWRITER/WEB CONTENT MANAGER, May 2012 – November 2012
Keppler Speakers, Arlington, Va., keplerspeakers.com (Also freelance June 2016 – July 2021)
Created content for the website and social media (author bios, intros, speech topics). Set editorial direction of website, wrote for niche email marketing campaigns, and updated speaker information.

SENIOR MARKETING COMMUNICATIONS MANAGER, February 2011 – December 2011
Recreational Boating and Fishing Foundation, Alexandria, Va., takemefishing.org
Developed consumer engagement strategy, including public relations, social media, and website content plan. Created editorial calendars and edited all consumer-facing content, including blog, e-newsletters, and press releases. Managed a team of freelance writers and public relations vendor.

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EXPERIENCE CONT'D

E-CONTENT EDITOR, August 2007 – February 2009

Island Press, Washington, D.C., islandpress.org

Wrote and edited all digital content to enhance public's understanding of policy, environmental and scientific issues. Developed online marketing plan aimed at boosting web traffic, interactivity, and functionality. Interviewed authors, produced podcasts, and managed blog.

SENIOR MARKETING COORDINATOR, August 2003 – March 2006

VMDO Architects, PC, Charlottesville, Va., vmdo.com

Wrote and edited copy and created graphics for a range of marketing collateral including proposals, presentations, brochures, press releases, awards submittals, community handouts, website, and firm blog. Produced and edited videos distributed on firm website and in client interview presentations.

RESEARCH ASSISTANT, August 2002 – June 2003

Center for Writing and Research, Georgia State University, Atlanta, Ga.

Tutored students with individualized instruction on how to improve their writing and research skills.

BOOK PUBLICIST, July 2000 – June 2001

National Book Network, Lanham, Md., nbnbooks.com

Wrote and distributed targeted press kits and maximized coverage of titles through proactive pitching, extensive follow-up, and coordinated multi-city media/book signing tours and special events.

- **NOTABLE PR CAMPAIGN:** Secured best-selling author and cooking personality **Rachael Ray** her first national TV appearance on *The NBC Today Show* and her first meeting with *The Food Network*.

NEWS REPORTER, April 1998 – July 2000

WINA AM 1070 News-Talk Radio, Charlottesville, Va., wina.com

Edited audio and wrote breaking news and feature stories on tight deadlines for award-winning station. On-air news reporting at the top and bottom of the hour. Notable Interviews included film critic Roger Ebert, actors Sigourney Weaver and Rip Torn, and director Arthur Penn.

RESEARCH ASSISTANT, March 1999 – July 2000

University of Virginia Darden School of Business, Charlottesville, Va.

While working full-time at WINA, edited case studies for style, clarity, punctuation, and grammatical accuracy on an as-need basis for the Marketing Studies Department.

SOFTWARE

General Skills: Microsoft Office, Photoshop, InDesign, Lightroom, Premiere, Audition, Final Cut Pro, Audacity, Cision, WIX, Mailchimp, Salesforce, Google Workspace, Sprinklr, Sprout, Slack, ClickUp, Canva
Additional Skills: screenwriting, photography, video editing, basic HTML, content management systems

VOLUNTEER EXPERIENCE

COMMUNICATIONS VOLUNTEER, May 2009 – December 2016

Virginia Production Alliance, Richmond, Va., filmva.com

Implemented social networking activities aimed at updating and mobilizing membership and film and media professionals. Served on the elected board from May 2009 to April 2010.

MARKETING DIRECTOR, May 1997 – April 1998

Central Florida Film and Video Festival, Orlando, FL

Managed media campaign and grassroots audience outreach. Garnered media coverage for staff and filmmakers. Acquired *Independent Film Channel* sponsorship and helped write award-winning grant.