Hunter Smolowitz

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EDUCATION

University of Georgia, Athens, GA, May 2028 Graduation

- **GPA:** 3.94
- **Degree:** Bachelor of Business Administration (Double Major: Business Management & Finance) & Certificate in Entrepreneurship

PROFESSIONAL EXPERIENCE

Hunterzkicks LLC *Founder* & *Chief Executive Officer*, New York, NY — May 2020 - Present

- Generated $2.1M+ in lifetime revenue, including $450K in 2025 and $220K YTD
    - Founded and manage Hunterzkicks LLC, overseeing purchasing strategy, pricing, inventory management, financial operations, customer service, and nationwide order fulfillment.
    - Leveraged automation software, cloud servers, residential proxies, and data analytics to efficiently source limited-release consumer products and optimize purchasing operations.

Frost Law AZ/Crest Group USA *Business Solutions Developer,* Scottsdale, AZ — May 2026 - Present

- Created internal business solutions that streamlined tariff recovery evaluations for enterprise clients ranging from hundreds of millions to billions of dollars in revenue.
    - Created tariff refund calculators, CBP form analyzers, and workflow automation solutions that accelerated enterprise client evaluations and supported enterprise tariff refund claims exceeding $500K.
    - Collaborated with attorneys, customs brokers, and enterprise clients to analyze ACE import data, CBP documentation, and tariff classifications supporting high value enterprise tariff refund claims.

CoverGov, *Georgia Regional Director,* Athens, GA — June 2025 – Present

- Led business development efforts across Georgia by building relationships with legislative offices, policy professionals, and government affairs organizations to expand CoverGov's regional presence.
    - Coordinated regional strategy by monitoring local policy discussions and positioning Covergov as a proactive resource for government relations professionals.
    - Delivered consultative sales presentations and software demonstrations for government affairs organizations, helping clients leverage CoverGov's platform to monitor legislative activity and improve stakeholder communication.

Amazon Marketplace Specialist & Hub Delivery Partner*, New York, NY* — June 2021 – Present

- Manage Amazon FBA (Fulfillment by Amazon) and FBM (Fulfillment by Merchant) operations through data driven inventory sourcing, marketplace optimization, and retail arbitrage.
    - Analyzed market trends, pricing data, sales velocity, and profitability metrics to evaluate inventory opportunities across multiple retail channels.
    - Selected as an Amazon Hub Delivery Partner, providing last mile delivery services while supporting Amazon's community-based logistics network and strengthening relationships with local businesses.

Peoplepool Valet/Gold Coast Valet Service, *Seasonal Valet* & *Event Coordinator,* Long Island, NY — June 2024 – Present

- Provided valet and event operations services for two of the Hamptons' premier valet companies, supporting luxury private events, restaurants, fundraisers, and corporate functions.
    - Delivered exceptional customer service while safely managing thousands of vehicles, including luxury and exotic automobiles, for high profile clientele across 10+ restaurant locations and exclusive private events.
    - Built lasting relationships with guests, restaurant managers, event organizers, and business owners through professionalism, efficiency, and attention to detail in fast paced, customer focused environments.

LEADERSHIP & RELEVANT EXPERIENCE

Society of Entrepreneurship, *Member*, Athens, GA — September 2024 - Present

- Engage with founders, CEOs, and entrepreneurs through executive speaker series and networking events focused on venture growth, innovation, and business strategy.
- Collaborate with fellow entrepreneurs to exchange ideas on startup strategy, operations, technology, and venture development.

UGA ENTR Create Club, *Founding Member,* Athens, GA — March 2026 – Present

- Selected as a founding member of UGA Entrepreneurship's AI Builder Community, participating in weekly hands-on workshops focused on developing automation tools, business applications, and AI driven workflows.
- Apply emerging AI technologies to develop practical solutions for business, productivity, and operational challenges while collaborating with fellow student entrepreneurs.

Supply Chain Advisory Board, *Member*, Athens, GA — September 2026 – Present

- Selected as one of eight juniors through a competitive application and interview process, joining a cohort representing the top 15% of supply chain students at the University of Georgia
- Engage with senior executives during semiannual Corporate Board Meetings to discuss emerging industry trends, operational challenges, and supply chain career opportunities
- Participate in site tours, case studies, professionalism workshops, and networking events with leading supply chain organizations

Technical Skills

- AI & Automation: Large Language Models (LLMs), Prompt Engineering, AI Workflow Automation, Business Process Automation
- Go-to-Market & Sales Intelligence: Clay, GTM Automation, Data Enrichment
- Business & Analytics: Microsoft Excel, Microsoft Office Suite, Data Analysis
- E-Commerce & Operations: Amazon Seller Central, Remote Desktop, Cloud Servers, Residential Proxies