

Kjersti Soberg

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PROFESSIONAL SUMMARY: Highly motivated and results-oriented professional with a Bachelor of Fine Arts, Bachelor of Science, and a Master's degree in Intelligence and Security Studies. I am seeking to leverage my expertise and unique background to contribute to national and global security issues. Proven ability to analyze complex information, identify emerging trends, and develop actionable insights. I possess strong communication and collaboration skills honed through managing client relationships, leading large teams, completing successful project implementations, and extensive international travel – including over 60 countries and serving as a highly visible Ambassador for the NFL in Iraq and Kuwait.

WORK EXPERIENCE

Cresen Solutions

Director of Marketing (Promoted)

January 2023 – October 2024

Spearheaded a complete sales and marketing department overhaul, resulting in a 108% increase in company growth and profitability. Developed and executed high-impact marketing strategies that aligned with key business objectives and supported successful RFP and RFI processes. Successfully managed the development and implementation of cross-functional marketing campaigns across multiple channels.

- Demonstrated exceptional adaptability by responding effectively to changing demands and unforeseen challenges.
- Cultivated strong client relationships through clear, concise communication and collaborative partnerships.

Cresen Solutions

Analyst

October 2021 – January 2023

Successfully collaborated with global clients to translate business requirements into innovative software solutions. Played a key role in product development, ensuring user-centric design and agile delivery within a fast-paced environment. Developed and implemented UI risk assessments and monitoring plans, proactively conducting data analysis to identify and mitigate potential issues. This led to the successful global implementation of new solutions for major pharmaceutical companies, resulting in significant benefits for stakeholders across regional and international compliance departments.

- Demonstrated exceptional communication and presentation skills by effectively conveying findings to diverse audiences.
- Researched and authored insightful white papers on industry trends and best practices.
- Proactively managed client demands, ensuring timely and effective resolutions while fostering strong client relationships.

The Walt Disney Company

Captain & Coordinator

October 2010 – December 2020

Led and mentored a team, ensuring seamless and successful execution of thousands of annual performances for 60,000+ guests daily. Audited security and safety performance to identify and mitigate risks.

- Optimized operations through strategic planning.
- Executed high-profile special event requests, liaising with external partners and ensuring flawless execution for a nationwide ABC broadcast to 3.81 million viewers.
- Conducted rigorous performance audits, identifying areas for improvement and driving continuous quality enhancements.

Norwegian Cruise Line Holdings Ltd.

Talent Acquisition & Training Specialist (Part-time)

February 2019 – February 2020

I leveraged my keen attention to detail and clear communication skills to effectively train and assess potential performers for 17 world-class vessels and 27 international large-scale productions.

- Developed and delivered engaging training programs, ensuring candidates possessed the necessary skills and knowledge to thrive in a demanding environment.
- Evaluated over 1,000 performers through rigorous auditions, assessing talent, potential, and cultural fit.
- Collaborated effectively with colleagues to identify top talent and fulfill recruitment goals across diverse productions.
- Demonstrated situational awareness, providing actionable feedback and guidance to support a candidate's success both immediately and in the future.

The Heli Team
Aviation Operations Specialist
April 2015 – April 2017

Effectively communicated knowledge of flight operations to over 200 students, staff members, and clients. Solely responsible for the creation and launch of a comprehensive organizational system for personnel files which aided in the productivity of the company, its contracts, and aircraft maintenance operations.

- Proficient in using computer-based software programs to maintain administrative duties (i.e., contracts, payroll, public relations, social media, marketing, etc.)
- Adapted to changing client requests and charted new flight plans.
- Maintained a calm and controlled demeanor in a high-pressure, fast-paced environment while ensuring client safety and satisfaction.

The Philadelphia Eagles (NFL)
Ambassador
May 2006 – May 2009 (Part-time)

Served as a highly visible representative of the NFL, fostering positive relationships with diverse audiences, and promoting the league's values through engaging community initiatives. Led the planning and execution of successful events, including leading my team in global events. Leveraged strong interpersonal and communication skills to connect with community leaders, stakeholders, and fans by building brand loyalty and cultivating a strong network of partners and supporters.

- Planned and executed successful events with meaningful community impact.
- Selected to travel to Iraq and Kuwait on a goodwill tour for the U.S. military during the war in 2008.
- Designed and executed an international production seen by thousands of servicemen and women.

EDUCATION

Master of Science – Intelligence and Security Studies

- Bellevue University | Bellevue, NE
- 4.0 GPA – Dean's List

Bachelor of Science – Intelligence and Security Studies

- Bellevue University | Bellevue, NE
- 4.0 GPA – Dean's List

Bachelor of Fine Art

- The University of the Arts | Philadelphia, PA
- 3.8 GPA – Graduated with Honors (Granted Excellence Award)

Relevant Coursework

National Security; Transnational Security; Geostrategy; Rogue Leaders and Outlaw States; Comparative Intelligence Cultures; Eurasian Political Culture and Conflict; Rebellion, Insurgency, and War; Democracy, Ethnicity, & Development in Africa; Strategic Deterrence: Past and Present; Green Security: Eco-conflict; Analyzing Anti-Americanism; Comparative Foreign Policy; Ethical Controversies in Security; Illicit Activities; Foundations in Intelligence and Security; Security Concepts in Science and Technology; Political Islam & Terrorism; Cyberwar and Deterrence

CERTIFICATIONS & LANGUAGES

Federal Aviation Administration (FAA)

Private Pilot's License (PPL)
License #3914024 Rotorcraft/Helicopter
June 26, 2016 – No Expiration

Languages

- English - Fluent
- Norwegian – Professional Proficiency
- French – 4 years

SKILLS

Critical Thinking • Communication • Research & Writing • Flexible • Adaptable • Intelligence Analysis • Well-Traveled • Interpersonal Skills • Team Leadership & Management • Independent Thinker • Situational Awareness • Attention to Detail • Presentation Skills • Client Relations • Team Player • Analytical Skills • MS Office • Public Speaking • Cross-cultural Communication and Collaboration