

# MICHAEL R. WALTER

1001 Sumner Court, Erie, CO 80516 • 303.968.7026 • [waltermike92@gmail.com](mailto:waltermike92@gmail.com)

## PROFESSIONAL EXPERIENCE

---

### STIRLINI COFFEE COMPANY, INC., ERIE, CO

**Co-founder & CEO** (2020-Present): Lead all facets of an RTD (ready-to-drink) coffee cocktail startup. Conceptualized proprietary formulations that obtained approval from the TTB. Cultivate key sales relationships with 70+ wholesale customers, including major customers such as Costco Wholesale, world-class resorts, and luxury hotels. Oversee supply chain/copacking operations and strategize with senior staff to mitigate business risk. Brainstorm strategies to increase profit margins. Manage vendor negotiations and relations. Work with the marketing team to build a comprehensive marketing plan to grow brand awareness. Supervise a staff of five, and manage 7+ contract employees. Developed a fundraising plan with senior staff, raising investor capital at a multi-million dollar valuation.

### BUSINESS INDUSTRY POLITICAL ACTION COMMITTEE (BIPAC), WASHINGTON, D.C.

**Political Consultant** (3-2020/11-2020): Managed a portfolio of 60 client accounts worth more than \$650,000, including Fortune 100 companies. Developed and implemented PAC, campaign, fundraising, budgeting, and disbursement strategies that resulted in long-term political influence for client political programs.

### FINSECA, WASHINGTON, D.C.

**Political Affairs and PAC Manager** (2018-2019): Executed all aspects of Finseca's political activities and ambassador program. Solicited large and small-dollar contributions for political fundraisers. Recruited, managed, and prepped grassroots/grasstops ambassadors for advocacy/policy meetings with members of Congress. Coordinated member advocacy events on Capitol Hill. Managed Finseca PAC, including administration, fundraisers, disbursements, and compliance. Developed the PAC's first budget and contribution criteria, totaling more than \$500,000.

### RAYTHEON TECHNOLOGIES, ARLINGTON, VA.

**Senior Political Action Committee Assistant** (2017-2018): Wrote communications content such as newsletters and solicitations. Managed operations of a \$2M+ corporate PAC, including a \$2M budget. Assisted with the development and implementation of the annual PAC campaign, resulting in 240 new contributors. Managed PAC event logistics.

### OFFICE OF U.S. SENATOR JIM RISCH (R-ID), WASHINGTON, D.C.

**Correspondence Specialist** (2016-2017): Managed, wrote, researched, edited, and proofread thousands of constituent correspondence for all policy subjects. Prepared detailed statistical reports for the Senator and senior staff.

### CONCERNED VETERANS FOR AMERICA, Arlington, VA

**Field Associate** (2015–2016): Spearheaded all field operations, including scheduling, booking travel, and event logistics. Organized political and GOTV events throughout the U.S. Assisted with phone banking and canvassing.

### OFFICE OF U.S. REPRESENTATIVE MIKE KELLY (PA-16), Washington, D.C.

**Staff Assistant** (1/2015 – 8/2015): Collaborated with Director of Administration and legislative staff on administrative and legislative projects. Assisted with scheduling, attended hearings, and drafted constituent communications.

### MIKE KELLY FOR CONGRESS, Erie, PA

**Grassroots Coordinator** (2014–2015): Worked independently and collaboratively on campaign strategy and event logistics. Represented the campaign at events and meetings. Managed all GOTV efforts, resulting in a 21-point victory.

## EDUCATION

- **Master's Degree | Political Management, Electoral Politics** | GEORGE WASHINGTON UNIVERSITY | 2018
- **Bachelor of Arts | Political Science, Applied Politics** | *Cum Laude* | MERCYHURST UNIVERSITY | 2015