

# KAYLA KOSTROSKE

## ABOUT ME

I love numbers and people.

I first blended these passions within clinical research and have since worked directly with C-suite individuals across healthcare and food/retail industries to improve strategic business operations, drive client development, and provide direction for leadership and clients alike. My unique perspective as a manager, salesperson, and published scientist allows me to utilize a holistic approach to leadership that empowers the individual first and produces data-driven results.

## EDUCATION

### Columbia University, New York NY

Postbaccalaureate, Premedical Sciences  
*Dean's List, Linkage Nominee*

### Southern Methodist University, Dallas TX

Bachelor of Science, Applied Mathematics  
Bachelor of Science, Psychology  
Minor, Cognitive Science  
*magna cum laude*

## ACHIEVEMENTS

Fastest Promotion in Company History (2023)  
Published Article in Journal of Internal Medicine  
Led Company Merger, Location Closure/Opening  
Proposed, Developed, and Led New Product Line  
Oversaw Retail at NYC Climate Week Summit  
Co-Founded Cognitive Neuroscience Organization  
Department Award, Clinical Research Psychology

## SKILLS

Collaboration rooted in growth and empathy  
Designing and evaluating research methods  
Translating data to practical application  
Supply chain management and purchasing  
Visual merchandising and monitoring trends  
Budgeting and forecasting, cash flow management

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## EXPERIENCE

### Manager, Operations

*Mast Market*

Oct 2022-Present

- Oversees all business operations alongside CEO/owner; proposes, implements, and monitors novel industry strategies
- Hired, developed, and directly leads a team of 14+, promoting a company culture of connection and positivity
- Consistently meets sales objectives and KPIs by supply chain management, client relationships, and creative design
- Monitor financial performance through loss prevention, competitor market research, and fiscal data analyses
- Assisted in increasing overall company revenue by 76% from previous year (Q2 2022 vs Q2 2023)

### Medical Assistant

*Fifth Ave Millennium Aesthetic Surgery*

Oct 2020-July 2021

- Assisted co-Founder and Medical Director throughout 100+ patient portfolios, from recruitment and surgery to post-operative care and retention
- Recruited and trained a mission-oriented leadership team
- Assessed risk measures amid Covid outbreak; adapted business structure to mitigate health concerns

### Clinical Researcher, Psychometrician

*Institute for Exercise and Environmental Medicine*

Sept 2019-June 2020

- Administered and reported mental and cognitive health assessments using SPSS, MATLAB, Excel, Microsoft
- Published, modeled, and presented primary outcome data across multi-center study consortium
- Re-designed, implemented, and trained on institute SOPs to comply with healthcare/hospital standards

## ADDITIONAL ACTIVITIES

Self-Directed, NA Event Curation and Coordination  
West Side Campaign Against Hunger, Volunteer  
Columbia Postbac Council, Social Media Manager  
Clinical Research Assistant, Psychobiology  
St. Jude Children's Research Hospital, Volunteer  
Headway Ireland, Rehabilitation Intern