



ANNA I. MARIANI

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301-518-8275

LEADERSHIP AND DIVERSITY

PROJECT SEARCH (SEEC PARTNERSHIP)

Eurest Liaison, Class of 2023 Graduation Keynote Speaker, and SEEC Maryland 2023 Ambassador Award Recipient

CERTIFICATE OF RECOGNITION FOR COLLABORATION

National Institutes of Health Client Award

EUREST-SPECIFIC GLOBAL UNIVERSITY FOR LIFELONG LEARNING (GULL) MENTOR

Internal Career Development Program Mentor

SODEXO INTERGENERATIONAL EBRG

Membership Chair, National Capital Chapter

SODEXO WOMEN'S EBRG

Member, National Capital Chapter

PROJECT MANAGEMENT

SALES PROCESSES

RFPs, RFIs, RFQs, capabilities booklets

LANGUAGES

ENGLISH AND SPANISH • native fluency

FRENCH • intermediate fluency

EDUCATION & ACADEMIC HONORS

THE UNIVERSITY OF VERMONT

Bachelor of Arts, summa cum laude

Double Major: English and Spanish · GPA: 3.96

FULBRIGHT FINALIST

Peru, English Teaching Assistantship

PHI BETA KAPPA

SIGMA DELTA PI

National Collegiate Hispanic Honor Society

COMPASS GROUP

SENIOR DISTRICT MARKETING AND COMMUNICATIONS MANAGER

Field Marketing | Eurest D.C. Metro Area (D.C., Maryland, Virginia)

Bethesda, Maryland-based (Hybrid/Flex) | January 2021 – Present

- Manage marketing standards and communications for portfolio of 22 accounts
- Key player in pandemic growth pipeline for current district, growing district from one account pre-pandemic to 22 accounts post-pandemic
- Strategic advisor and thought partner to senior vice president and vice president
- Project management across subject matter areas: marketing, sales, sustainability, DEI
- Leverage corporate brand standards for assets for consistent sector field messaging
- Collateral: sales and client retention decks, digital and print signage, merchandising
- Maintain day-to-day client relations to ensure long-lasting partnerships: strategic decision-making, collaboration, meeting facilitation, data analysis, guest engagement
- Weekly financial flash/close calls and **Teaching Kitchens**

SENIOR ACCOUNT MARKETING AND COMMUNICATIONS MANAGER

Field Marketing | Eurest at The National Institutes of Health (NIH)

Bethesda, Maryland | September 2019 – January 2021

- Served on senior leadership team, providing business strategy for 85 associates
- Managed client relations, brand standards, marketing, and communications for 8 on-campus locations, which served 40,000 workers and the public pre-pandemic
- Fostered partnership with centralized NIH non-profit funding arm (**FAES**) to secure revenue streams beyond contractual scope
- Created client collateral: quarterly business review decks, program update communications, menus, flyers, responses to guest feedback

BANANA REPUBLIC

BRAND ASSOCIATE

Chevy Chase, Maryland | August 2019 – December 2020

- Used electronic inventory replenishment system and POS, merchandised store, tagged garments, and managed fitting rooms

NEIMAN MARCUS LAST CALL

SALES ASSOCIATE

Rockville, Maryland | October 2017 – August 2019

- Opened and closed store, handled loss prevention, clienteling
- Assisted upscale clientele with garment selection through one-on-one sessions

SODEXO

PROPOSAL PROJECT MANAGER AND WRITER (BUSINESS DEVELOPMENT)

Corporate Brand and Communications | Creative Services

Gaithersburg, Maryland (Hybrid/Flex) | January 2018 – March 2019

- As part of in-house creative team, led processes as end-to-end project manager
- and content writer for proposals for four business lines
- In deadline-driven environment, crafted custom-branded, curated content, averaging 150-200 pages, for 74 sales assignments (RFPs, RFIs, RFQs, capabilities booklets) for bids on accounts with up to 10 million in annual booked revenue
- Collaborated with sales, operations, subject matter experts, and graphic designers on cover letters and executive summaries

PROGRAM SPECIALIST

Gaithersburg, Maryland | June 2016 – January 2018