

## EDUCATION

**University of Northern Iowa**, Cedar Falls, IA May 2015

*Bachelor of Arts in Marketing, Minor in Business Communications*

- Dean's List Honor Roll two semesters
- 3.48/4.00 Cumulative GPA

## EXPERIENCE

**Dardis Academy**, Des Moines, IA

*Sales Intern*

June-August 2014

- Ran my own men's apparel business
- Met with men, presented benefits of our product, handled objections, and advised wardrobe management
- Prospected customers, cold called
- Participated in week-long intensive seminar covering sales, presentation skills, professional image, and time and territory management

**ITS User Services**, Cedar Falls, IA

*Manager of computer centers*

May 2013-May 2014

- Directed 23 employees and 13 computer labs
- Lead interviewing and hiring process
- Conduct presentations and design employee training
- Collect data on costs and usage of labs and present to Director

## LEADERSHIP & ACTIVITIES

**UNI Men's Rugby Club**, Cedar Falls, IA

August 2011-May 2014

*Public Relations Chair*

- Led recruiting process
- Communicate information about club to school and surrounding community
- Manage team's social media accounts

**Pi Sigma Epsilon Sales and Marketing Fraternity**

September 2013-Present

*Member*

- Compete in sales competitions, including PSE National Sales Competition
- Create, market, and host events/projects
- Visited businesses and collected sponsorships for our chapter

**UNI Entrepreneurs Club**

September 2013-Present

*Member*

- Lead the sales team in energy bar business (launch is delayed until Fall 2014 semester)
- Attended the Collegiate Entrepreneurs Conference

**Full-Range Media Public Relations Campaign**

March 2014 – May 2014

*Account Coordinator*

- Lead a team of ten people in creating a PR campaign for a startup business
- Presented PR Campaign to the business owners, and class of 70

**Outski Marketing Challenge**

January 2014-May 2014

*Member*

- Worked with a team to create a written marketing plan for travel planning website
- Implemented plan and delivered sales pitches in the student union