

AIDAN SHAFFER

HARDWORKING SALES STUDENT AT KANSAS STATE UNIVERSITY

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EDUCATION

Bachelor of Science in Business Administration
Kansas State University | Manhattan, KS

Expected: May 2026

- GPA 3.05
- Major: Professional Strategic Selling

EXPERIENCE

Sales Intern

Unishippers | In-person

Jun 2024 - Present

- Supported the sales team by managing leads, tracking sales activities, and preparing reports, which contributed to a 15% increase in sales productivity.
- Engaged with potential clients through phone calls, emails, and in-person meetings to provide product information and address inquiries, resulting in a 20% increase in client interactions.
- Utilized CRM software to maintain accurate records of client interactions, track sales progress, and generate reports for senior sales managers.
- Participated in training sessions to enhance sales skills, product knowledge, and customer service techniques.

Sales Associate

SwimFun Pool and Patio | Olathe, KS

Jun 2020 - Mar 2024

SwimFun Pool and Patio is a certified dealer for Bullfrog Spas

- Consistently exceeded monthly sales targets for BullFrog Spas by an average of 20%.
- Successfully resolved customer complaints and issues, maintaining a customer satisfaction rate of 95%.
- Assisted in inventory management and stock replenishment, ensuring product availability and reducing out-of-stock situations by 15%.
- Implemented effective upselling techniques, resulting in a 15% increase in average transaction value.
- Trained and mentored new sales associates, resulting in a 20% improvement in their sales performance.

SKILLS

Emotional Intelligence | Lean Six Sigma | Recruiting | Leadership | Time Management | Microsoft Office

CAMPUS INVOLVEMENT

President Ambassador

Office of Fraternity and Sorority Life, Kansas State University

Spring 2024 - Present

President

Sigma Phi Epsilon, Kansas State University

Dec 2023 - Present

Ambassador

Kansas State Sales Program, Kansas State University

Fall 2023 - Present

Vice President of Recruitment
Sigma Phi Epsilon, Kansas State University

Dec 2022 - Dec 2023

HONORS & AWARDS

Balance Man Scholar, Recipient
Sigma Phi Epsilon

Fall 2023 - Present

Royal Purple Scholar, Recipient
Kansas State University

Fall 2022 - Present

Semester Honor Roll, Recipient
Kansas State University

Fall 2023 - Present

Spanish Silver Seal of Biliteracy Recipient
Avant

Spring 2022