

# ALYSSA ANSAY

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## EDUCATION

**Kansas State University** | Manhattan, KS Expected Graduation: May 2025  
Bachelor of Science in Business Administration GPA: 3.83  
Major: Professional Strategic Selling

**American Business School of Paris** | Paris, France Abroad: Summer 2023  
Coursework: Organizational Management & Creating and Developing Luxury Brands

## EXPERIENCE

**Joint Replacement Sales Intern** May 2024 – August 2024  
Stryker, *New England* | Boston, MA

- Observed over 60 surgeries: Total Knee Arthroplasties (TKAs), Partial Knee Arthroplasties (PKAs), Total Hip Arthroplasties (THAs), Revisions, Hemiarthroplasties, IND/Poly Swaps, utilizing both manual and Mako robotic-assisted techniques.
- Participated in cadaver labs, hospital in-services, journal clubs, and product demonstration dinners with Harvard residents
- Supported Sales Representatives by ensuring surgical trays were sterile and implants were accounted for before surgeries
- Contributed to strategy meetings focused on engaging and converting competitive surgeons

**President** November 2023 – Present  
Sales Ambassadors, *Kansas State University* | Manhattan, KS

- Manage organization of 48 Ambassadors
- Lead the Executive Team, assisting in Recruitment efforts by driving innovative targeting strategies and expanding on the capabilities of the Mentorship Program
- Plan and execute bi-monthly meetings, coordinate announcements from Advisors, Executive Team Members, and Dean

**Vice President of Member Development** November 2022 – November 2023  
Alpha Delta Pi Sorority, *Alpha Eta Chapter* | Manhattan, KS

- Presided over Standards Council Meetings, guided sensitive discussions, adjudicated fair consequences, and addressed membership concerns with professionalism and care
- Exemplified and upheld the organization's core principles, ensuring adherence to high standards of integrity and conduct
- Oversaw the Director of Academic Affairs, Director of Diversity, Equity, and Inclusion (DEI), and Wellness Specialist, ensuring each officer was well-equipped to serve in member development and well-being

**Sales Intern** May 2022 – August 2022  
GTN Technical Staffing and Consulting | Dallas, TX

- Conducted in-depth qualification screenings through over 200 daily cold calls to identify suitable candidates
- Maintained an updated and well-structured sales pipeline within the Bullhorn CRM system and Microsoft Suite

## INVOLVEMENT

**Medical Sales Association, President**, Kansas State University Fall 2024 – Present  
**Dean's Student Advisory Committee, Sales Ambassador Representative**, Kansas State University Fall 2024 – Present  
**College of Business Ambassadors, Ambassador**, Kansas State University Spring 2022 - Spring 2023  
**Executive Mentorship Program, Mentee**, Kansas State University Fall 2021 – Present  
**YPO Next Generation, Member**, YNG Dallas Chapter Fall 2021 – Present  
**Women in Business, Member**, Kansas State University Fall 2021 – Present  
**Menard Family Scholars Program, Cohort Scholar**, Kansas State University Fall 2021 – Present

## HONORS & AWARDS

**Huhtamaki Sales Competition, Winner**, Kansas State University Spring 2024  
**Mentee of the Year, Awardee**, Kansas State University Fall 2023  
**Mylo Sales Competition, Winner**, Kansas State University Fall 2023  
**Edward Jones Sales Competition, 3x Winner**, Kansas State University Fall 2022, Spring 2023, Fall 2023  
**Sales Distinction, 5x Recipient**, Kansas State University Spring 2022 – Spring 2024  
**Dean's List**, Kansas State University Fall 2021– Present