

NATE BROOKS

Manhattan, KS 66502

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EDUCATION

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

Kansas State University | Manhattan, KS | Expected: Dec 2025

Major: Marketing

Certificates: Professional Strategic Selling | Business of Sports and Entertainment

EXPERIENCE

LANDSCAPE WORKER

Blueville Nursery | Man | Jun 2024 - Present

- Executed custom landscaping plans, enhancing the aesthetic appeal and value of over 30 residential properties
- Operated and maintained landscaping equipment, including skid steers, trimmers, and tillers, to ensure optimal performance and safety
- Assisted in the installation and maintenance of landscaping features, including planting, mulching, and lawn care

PRODUCE AND DAIRY CLERK

Dillons | Manhattan, KS | Aug 2022 - May 2024

- Stock produce and dairy to ensure fresh products were available to customers
- Pull pallets off receiving trucks and organize them in the cooler (10 pallets per shift)
- Mentor 4 other clerks by assisting with training and assigning closing tasks
- Organize shelves to make them presentable for customers by front facing products
- Interacted and engaged with at least 10 customers per day with finding products

DAY LABORER

Restore and Clean | Hays, KS | May 2023 - Aug 2023

- Tear out carpet, drywall, and other materials damaged from water and fire
 - Assisted with the renovation of new warehouse, including hanging sheet rock and dry wall
 - Performed walk throughs with customers to understand their needs based on the damage from water or fire
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PRACTICAL SALES EXPERIENCE

- Participated in two role-plays replicating real-world field interactions
- Developed foundational knowledge of sales techniques, including asking questions, effective listening, problem-solving, and communicating customer value
- Enhanced communication skills through sales presentations and role-playing activities, focusing on needs analysis to identify customer pain points and tailor sales presentations effectively