

DREW BUHRMAN

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EDUCATION

Kansas State University

Bachelor of Science in Business Administration

Major: Finance Certificates: Sales and Data Analytics

Manhattan, KS

Expected Graduation: May 2025

GPA 3.5/4.0

WORK EXPERIENCE

Collegian Media Group

Account Manager

Manhattan, KS

May 2023 – Present

- Demonstrate strong performance by consistently surpassing sales targets through the creation and delivery of bespoke advertising solutions. These strategies were carefully tailored to meet the unique objectives and requirements for each client, resulting in increased revenue for the company.
- Establish and nurture enduring client relationships that were not only instrumental in retaining existing accounts but also in expanding the client base. These strong connections were built on exceptional interpersonal and communication skills, allowing for effective understanding of client needs and expectations.
- Contribute significant strategic value to the organization through the meticulous conduct of market research and the development and execution of innovative advertising campaigns that were to help maximize client ROI. Continuous monitoring and optimization of results ensured that clients consistently achieve their marketing objectives.

Westside Storage

Owner/Partner

Washington, KS

August 2022 – Present

- Showcased entrepreneurial prowess by acquiring land and overseeing the development of a 20-unit storage facility from the ground up. This venture successfully addressed a previously unmet need in the local area.
- Proactively secured five customers before the facility's completion, resulting in steady and impressive month over month revenue of \$400. This early success underscored the demand for the service and showcased effective pre-launch marketing strategies.
- Manage the full spectrum of responsibilities, including financial management, customer contract oversight, lead generation strategies, and meticulous facility maintenance. This comprehensive role has allowed me for hands on experience in running a successful business.

Triumph Financial

Sales Operations Intern

Dallas, TX

May 2024 – August 2024

- Developed and executed 2 email marketing campaigns to enhance brand visibility and engagement. Integrated compelling visuals and effective calls-to-action to maximize engagement metrics and support sales objectives.
- Assisted in discovering and implementing new profit-generating initiatives for Triumph Pay.
- Managed and maintained a well-organized Salesforce database to streamline sale processes and enhance team efficiency.

Hostess Brands

Finance/Business Transformation Intern

Lenexa, KS

May 2023 – August 2023

- Spearheaded a cross-functional project focused on enhancing operational efficiency. This was a self-driven project that was particularly impactful, with an estimated cost-saving potential of up to \$1million.
- Played a pivotal role in bridging the gap between informational data and its practical implications for the company. This involved synthesizing complex data into actionable insights for informed decision making.
- Developed and implemented processes aimed at driving operational efficiency and reduce costs. This not only required a deep understanding of the company's operations but also the ability to collaborate effectively across various departments and teams.

Prime Capital Investment Advisors

Analyst Intern

Overland Park, KS

June 2022 – August 2022

- Collaborated with the team to facilitate the smooth transition of newly acquired clients, ensuring a seamless onboarding process.
- Actively engaged with financial advisors to compile and prepare meticulously crafted professional documentation.

HONORS & ACTIVITIES

Kansas State University Student Finance Association – Member

2021 – Present

- Attend bi-weekly meetings to discuss finance sector with students and employers.

Rick Malir Scholarship Winner

2022 – Present

Main Street Capital Corporation Scholarship Winner

2022 – Present

Mansfield Scholarship Winner

2021 – Present

Kansas State University Deans List

Spring 2021

Eagle Scout

June 2020