

# Owen Burgess

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## EDUCATION

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**Kansas State University, Manhattan, KS**

**Spring 2025**

*Marketing, GPA: 3.4*

*Relevant course work:* Collaborated with peers to present SEO strategies for businesses, worked through different product selling scenarios with sales managers.

## PROFESSIONAL EXPERIENCE

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**Echo Global Logistics, Overland Park, KS**

**May 2024 – Aug 2024**

*Client Sales Intern*

- Collaborated with internal and external teams to effectively execute shipments and customer service
- Utilized CRM software to manage and track all pipeline activities and stages of the sales cycle
- Contacted prospective clients through email and cold calling to generate new business and build long lasting relationships
- Led my team with 60 daily sales activities (including cold calls and emails) to generate leads and drive business growth.
- Closed 5 new accounts through strategic cold calling and effectively managing the sales cycle

**Powercat Motorsports, Manhattan, KS**

**Aug 2023 – Jan 2024**

*Marketing Associate*

- Coordinating with design teams to market updated designs
- Communicating with the project manager through Gantt charting
- Collaborated with sponsors to fulfill their desires in regard to how they want to be marketed

**Motorville/Star Performance, Lenexa, KS**

**May 2019 – Aug 2021**

*Warehouse Associate*

- Aided management and reached out to clients in planning the most efficient routes for customer fulfillment
- Scanned and processed shipping labels for all packages that were ordered for the day
- Guided customers through the purchasing and delivering process

## PROJECTS & EXTRACURRICULAR

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**Sigma Chi Member**

**August 2021 – May 2024**

- Helped create opportunities for involvement in philanthropy
- Aided in new member onboarding

**Sigma Chi Risk Chairman**

**Aug 2022 – May 2023**

- Created Safety Operating Procedures for emergencies within Fraternity doors
- Helped curate and manage welcoming atmospheres for all within and outside of Greek Life
- Helped operate and efficiently organize annual philanthropy event

## SKILLS

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**Computer software/ frameworks:** Sales Force, Microsoft Office, Configured Office Computers and Hardware

**Communication:** B2B Sales, Customer Sales, Customer communication, Team collaboration