

LEO CLENNAN

SALES PROFESSIONAL

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☎ (913) 481-0569

EDUCATION

Bachelor of Science in Business Administration -3.5 GPA

Kansas State University | Manhattan, KS

Major: Professional Strategic Selling

Expected: May 2025

EXPERIENCE

Account Manager

Adams Cable Equipment | Lenexa, Kansas

May 2024 - Present

Account Manager at Adams Cable Equipment, managing over 200 accounts and making approximately 50 daily calls to sell inside and outside plant materials for fiber optic build out projects around the country.

- In the first 3 months of work, I closed four deals worth \$47,000 total
- I had to review my proposals with clients and discover where I can be more competitive in price to give myself an advantage over competitors.
- 2 hours of either cold calling or speaking to existing customers daily. Generated on average 2-3 prospects every day.

Grounds Foreman

JCB Tree Service | Overland Park, KS

May 2022 - Aug 2022

- Groundman: Assisted Arborists with tree removal, pruning, and debris disposal. Understanding and carrying out verbal and written instructions.
- Secured several thousand pounds of material daily, for safe transport around the KC metro area.
- 10-12-hour workdays of very physically demanding work.

Student Athlete

Hutchinson Community College | Hutchinson, Kansas

Jun 2021 - Dec 2021

I played college football at the highest junior college level. Where I developed a high sense of leadership, discipline, and a competitive mindset. Hutchinson CC finished number one in the Jayhawk Conference, and number 3 in the country.

CAMPUS INVOLVEMENT

Kansas State University

Sales Ambassador

January 2024 - Present

Heavily involved in a club that excels in sales. This club's goal is to advocate for students to either major in Professional Strategic Selling or to obtain a certificate of sales through the school of business.

- 2-3 Classroom presentations per week during recruiting season
- Worked tabling events to spread awareness about the benefits of obtaining a sales certificate

Sigma Chi Fraternity

New Member Educator

May 2023 - May 2024

- Lead and supported 21 students into the Sigma Chi pledgeship program.
- Held them to a high academic standard. The group finished with a 3.8 GPA.
- Coordinated unique events or meetings daily for the group to learn and benefit.

House Manager

- Maintained and upkept a house of 60 plus fraternity members.

January 2023 -

- Worked alongside contractors to ensure the house was operating smoothly.
- Manage to save the Fraternity thousands of dollars on repairs.

Philanthropy Chair

January 2023 - May 2023

- Elevated the culture around philanthropy. The house went from 1 hour per person to 5 hours in a single semester
- Organized events around the community such as painting a salvation army, cleaning up local parks, and assisting in landscaping needs for the Manhattan Zoo.

HONORS & AWARDS

Dean's List

Kansas State University

Students at Kansas State University who achieve a 3.75 GPA in a semester.

Spring 2023 - Present