

SAMMY COFFMAN

1513 Thurston St Manhattan, Kansas

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Dynamic and entrepreneurial individual with a passion for creativity and autonomy, seeking a role that leverages my ability to optimize teams and processes with a focus on driving revenue. I thrive in environments that value innovation and collaboration, where I can contribute my principled approach and strong interpersonal skills. Eager to continuously learn and embrace new ideas, I aim to drive meaningful impact while working within a values-driven team.

EDUCATION

Bachelor of Science in Business Administration

Kansas State University | Manhattan, KS

Expected: May 2025

- Major: Professional Strategic Selling
- GPA: 3.39

WORK EXPERIENCE AND INVOLVEMENT

Adams Cable Equipment

Account Manager Intern

May 2024 – August 2024

- Trained to configure and navigate customer relationship software (Salesforce)
- Prospected new accounts through LinkedIn and the internet
- Added 70 qualified accounts and closed 2 new deals with first-time clients
- Sold \$20,000 worth of product in 3 months
- Lead the new hires in sales, including fulltime employees, for 3 months
- Developed a sales value proposition cold call template
- Identified the gap in a marketing strategy and proactively built a strategy
- Created a marketing plan that was on target to reach 25% more people by the end of the year

Sales Ambassadors Program

Awareness Committee Prospector

Aug 2022 – May 2024

- Messaged and called on professors
- Set-up meetings to present our program
- Saw a need to be more personable
- Came up with a referral sign-up to be more personable
- Had persistent communication with interested students
- Both years our team set records for most students applied for the program

Division of Communications and Marketing

Receptionist

Fall 2022 - Present

- Handled a high volume of incoming calls
- Proactively resolved issues for callers who contacted the wrong department by conducting quick, effective research and provided accurate information
- Received consistent positive feedback from callers for providing clear and helpful guidance
- Assisted in the planning and execution of divisional events, communicating important details to attendees and ensuring that all logistical aspects were handled smoothly

Vlachs Lawncare

Crew leader

May 2020 - Aug 2021

- Led a team in mowing and maintaining 7-8 lawns daily, ensuring high standards of quality and efficiency
- Conducted door-to-door sales during downtime, successfully pitching lawn care services to neighbors of existing clients
- Overcame objections and maintained a professional demeanor, converting potential leads into new customers, thereby contributing to business growth
- Balanced a demanding work schedule with academic responsibilities, often working late into the evening
- Demonstrated strong time management skills and a commitment to delivering quality results under tight deadlines
- Trained new employees on proper lawn care techniques, breaking down complex tasks into simple, understandable steps