

Brady Cox

brady42@ksu.edu • (316) 208-6623
• Manhattan, KS 66502

Customer Support / Experience Manager

Results-driven and dynamic individual with hands-on experience in direct sales, marketing, and commercial sales, currently pursuing a degree in Professional Strategic Selling and seeking a sales internship.

Track record of surpassing sales targets and earning reputation for outstanding performance, including winning a nationwide sales competition. Completed Huhtamaki's Commercial Career Sales Program, acquiring comprehensive leadership skills through diverse rotational assignments. Proven ability to engage clients, articulate value propositions, coordinate pre-sale visits, and effectively screen prospective customers. Talent for supporting sales management and tracking sales activities to contribute to success of sales teams. Eager to apply a strong sales acumen, acute learning aptitude, and excellent communication and interpersonal skills to enhance organizational objectives in a challenging internship role.

Areas of Expertise

- ◆ Sales Execution
- ◆ Client Interaction
- ◆ Teamwork & Leadership
- ◆ Product Marketing
- ◆ Strong Work Ethic
- ◆ Profit & Revenue Growth
- ◆ Negotiation & Presentation
- ◆ Customer Satisfaction
- ◆ Order Processing & Tracking

Professional Experience

Sales Intern | Basys Processing | Lenexa, KS

-

2024

Supported the sales team with various tasks and gained practical experience in sales strategies. Assisted in cold calling potential clients to generate leads and set up meetings. Helped with customer engagement and learned about effective sales techniques.

- Conducted cold calling to generate new leads and set up appointments for the sales team, enhancing outreach efforts.
- Supported sales representatives with lead generation, client outreach, and preparation of sales materials.
- Conducted market research and analysis to identify new business opportunities and optimize sales tactics.
- Contributed to the development of sales presentations and participated in client meetings, enhancing understanding of the sales process.
- **Commercial Career Sales Program | Huhtamaki – De Soto, KS**

2023

Completed a comprehensive leadership development program geared towards preparing for key business leadership roles. Engaged in rotational assignments across diverse locations, cultivating a well-rounded and insightful experience.

- Developed and published annual sales training competition role play scenario for Kansas State, Kansas, and Missouri University, enhancing effectiveness of sales training initiatives.
- Built expertise and refined skills essential for future leadership roles in sales and product management.

Direct Sales Professional | Encōr Solar – Wichita, KS

2022

Worked as a key member of a sales team, traveling across Kansas to meet potential customers in person. Presented attractive offers to generate interest and set up appointments for follow-up sales. Reached out to potential clients, presented products and services, and explained their benefits.

- Won a company wide sales competition competing against 25 offices nationwide, earning recognition and a prestigious golf trip with the executive team.
- Promoted to role of closer with highest closing percentage and consistency in team.
- Earned recognition for outstanding sales performance with invitation to the Presidents Club Trip.

Sales and Marketing Merchandiser | Tortilla King – Moundridge, KS

2019 – 2021

Traveled throughout Hutchinson, Salina, and McPherson to promote / sell products, process orders, and oversee inventory for portfolio of 10 Walmart chain grocery stores. Fostered strong customer relationships while leading sales operations.

- Achieved a 35% increase in sales performance, leading to the award and expansion of the Kansas Territory with an additional 5 stores added to my route.
- Leveraged strong communication and interpersonal skills to build trust, educate customers on product benefits, and deliver exceptional customer experiences throughout sales process.

Education & Certifications

Bachelor's Degree in Professional Strategic Selling – Ongoing | Kansas State University, Manhattan, KS

Kansas State Sales Ambassador