

# Francesca Duntz

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## EDUCATION

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**Kansas State University**, Manhattan, KS

Expected Graduation: Dec 2024

College of Business

**Bachelor of Science in Business Administration**

GPA: 3.8

Major: Professional Strategic Selling

Certificate: Marketing Technology

## EXPERIENCE

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**Bunzl Processor Division**, Riverside, MO

Summer 2023 – Present

*Sales Intern*

- Played an integral role within a collaborative team that successfully moved over \$500,000 worth of overstock inventory in a 5-week (9-week total) timeframe, demonstrating effective teamwork and determination
- Traveled to multiple territories, shadowing field sales representatives and acquiring valuable insights into sales processes, enhancing industry knowledge
- Flourished under mentorship, driving personal and professional development, and leveraging newfound knowledge to contribute effectively during the internship

**Kite's Bar and Grill**, Aggieville-Manhattan, KS

Jan 2021 – May 2023

*Server*

- Delivered exceptional customer service, fostering positive relationships, resulting in an average 28% tip and increased dollars per table
- Managed a high-volume workload efficiently, handling multiple tables simultaneously while maintaining attention to detail and accuracy in order taking and service

**FitWear Boutique**, Overland Park, KS

Winter 2022

*Sales Associate and Team Developer*

- Cultivated strong rapport with customers, providing personalized assistance and product recommendations to meet their fitness and lifestyle needs, resulting in increased customer satisfaction and loyalty
- Conducted thorough training on the SquareSystem, enhancing team members' proficiency in inventory management, sales recording, and transaction processing

## CAMPUS INVOLVEMENT

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**Sales Distinction Honors**, *Member*, Kansas State University

Fall 2022 – Present

- Earn the privilege to compete in sales competitions and go to branded events where corporate partners come and interactively speak with the members on current sales topics you learn outside of the classroom

**Sales Ambassadors**, *Secretary*, Kansas State University

Fall 2022 – Present

- Fanatically prospecting for recruits of the program, not only by presenting information about the program to entry level classes, but always seeking for opportunities to simply strike up conversation about the topic
- Record all meetings, attendance, and points with all members of the program by practicing techniques in Microsoft Excel

**Delta Delta Delta**, *Theta Iota Chapter Member*, Kansas State University

Fall 2021 – Present

- Raise over \$25,000 in a day for St. Jude by hosting events and fundraisers including the whole student body
- Maintain a 3.8 GPA while actively participating in events, activities, and building strong, lifelong relationships

**Student Governing Association**, *College of Business Senator*, Kansas State University

Spring 2023 – 2024

- Advocate for student rights and concerns during meetings and discussions, effectively communicating student perspectives to the association's leadership and faculty.

**Strategic Oversight Committee**, *Chairman*, Kansas State University

Spring 2023 – 2024

- Collaborate weekly with student governing chair members on resolving issues throughout campus, and networking with the right people to accomplish the goals

## SKILLS/CERTIFICATIONS

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**HubSpot Academy**, *Content Marketing Certification*

Spring 2023

**Edward Jones**, *Sales Competition Winner*

Fall 2023

