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Intention Statement:

My intention is to work within a company that is a growing company leading in safety and diversity. I plan to use my organizational and communication skills to help my future company succeed. My experiences have given me an understanding within multi levels of business such as Business to Business Sales and Marketing as well as Business to Consumer as it relates to growth within an organization. I'm striving for a diverse role that will exemplify my communication skills and push me to develop new technical skills throughout my career while helping the customers and organization excel and exceed past set goals.

Education: Bachelor of Science in Business Administration

Kansas State University | Manhattan, Kansas Expected: May 2025 2.867 GPA

Major: Marketing | Certificate: Professional Strategic Selling

Liberal Arts

Johnson County Community College | Overland Park, Kansas Transferred: Jan 2023 3.7 GPA

RELEVANT EXPERIENCE:

Commercial Marketing Intern

Caterpillar Inc. | Clayton, North Carolina May 2024 – Present

- Created customer visits impact through assigned projects such as an Aftermarket Showroom Display showcasing the proprietary value of machine hose and couplers for around 8,000 annual visiting customers and dealers.
- Learned Building Construction Products division product line understanding machine operations including hoses, disconnects, and fluid locations. • Worked alongside Customer and Training Center staff to confirm the training center was professionally kept, as well as machines being in the correct locations ensuring customers get the top tier experience.
- Operated in Product and Application week in a demonstration that gave comparison of growth in Next Generation Compact Track Loaders lift height, with many dealers and customers in attendance.
- Built a Building Construction Products 101 presentation showcasing gained product knowledge over my internship which can be utilized by new hires and future interns to develop their machine learning.
- Reconstructed welcome presentation for the Sanford Facility showcasing manufacturing process, safety, and history to be used to welcome all dealers and customers to the Sanford, North Carolina location.
- Created a Google Forms document to be sent to dealers participating in Product and Application training to test retention of training classes at the Customer and Training Center.

Marketing/Sales Intern

Shawnee Cycle and Powersports | Shawnee, Kansas Apr 2023 - June 2023

- Lead prospecting of new customers through multiple communications leveraging a CRM platform
- Greet and work through the sales process with customers as they enter the dealership.
- Created the business plan to showcase the importance of Social Media Marketing ultimately convincing management, reaching thousands of views and impressions affecting the growth of sales.
- Managed website to ensure photos of new units were uploaded according to dealer standards.
- Performed the speed bump sales tactic as new customers entered the dealership, to learn more about their purchasing goal and preferences.

Internal Distribution Associate

Aldi | Lenexa, Kansas May 2022 - Aug 2022

- Utilized attention to detail while lifting and building pallet orders, maintaining efficient operations to ensure no defects or misplacements were had.
- Timed task to make shipment orders, operating on a Just-In-Time fulfillment process.
- Fast-paced environment with a need to adapt to sudden changes.
- Cross-Functional Communication with loading dock ensuring orders had correct placement.
- Free of safety violations on the job ensuring a safe work environment in a fast-paced environment

Cashier/ Stocker

Paola Hardware | Paola, Kansas Dec 2018 - Jan 2021

- Diligently serve customers while providing assistance when locating items by Stock Keeping Units or reciting information about specific products. • Ability to multitask at cashier, stocking shelves, unload trucks, and thread pipes etc.
- Eagerness to learn new tasks such as cutting glass and mixing paint to further serve our customers in the most effective way.

Honors/Awards:

- Honor Roll: Johnson County Community College
- National Society of Leadership and Success Member

Computer Skills: Microsoft Outlook, Microsoft Teams, Social Media Marketing, Email Marketing, CRM Software, Microsoft Excel

Certificates:

- OSHA 10 Safety Training: In Progress
- Lean Six Sigma White Belt Training

Caterpillar: Confidential Green
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