

# SAGE FORNSHELL

Manhattan, KS 66502 | sagemarie03@ksu.edu | 316-773-8951 | www.linkedin.com/in/sagefornshell

## EDUCATION

**Bachelor of Science in Business Administration - GPA: 3.65**  
**Kansas State University | Manhattan, KS**  
Major: Professional Strategic Selling

Expected: May 2025

## EXPERIENCE

**Protein Sales Intern** May 2024 – August 2024

**Cargill Protein Headquarters | Wichita, KS**

- Observed and shadowed 12 members of the Cargill foodservice sales team daily to gain insights into customer operations
- Networked with over 80 different Cargill team members in order to learn and experience different segments of the company and how they work together
- Shadowed approximately 10 members of the cattle procurement team to deepen understanding of the cattle cycle, market dynamics, and consumer trends affecting sales
- Collaborated with the case ready segment on a project to develop a customer catalog enabling selection of monthly special buys aligned with seasonal trends. Engaged closely with the pricing team to establish a freight calculator linked to each raw material, providing a comprehensive pricing breakdown for enhanced product transparency

**Server** May 2023 - Present

**Big's Bar and Grill | Wichita, KS**

- Provided exceptional customer service in a lively and welcoming atmosphere, contributing to a memorable dining experience for a diverse clientele of regular customers
- Demonstrated strong communication and interpersonal skills by effectively taking orders, addressing customer inquiries, and ensuring accurate delivery of food and beverages in a fast-paced environment
- Utilized a deep knowledge of the menu to make recommendations, upsell specials, and accommodate individual dietary preferences, resulting in increased customer satisfaction and repeat business

**Server** May 2023 – August 2023

**Homegrown | Wichita, KS**

- Managed a busy section, balancing multiple tasks while maintaining a keen attention to detail, ensuring that all customer needs were met promptly and efficiently
- Built and nurtured positive relationships with regular patrons through personalized interactions, contributing to a loyal customer base and enhancing the overall sense of community within the bar
- Adapted to high-pressure situations and resolved challenges diplomatically, ensuring smooth service flow and minimizing disruptions during peak business hours

**Medical Assistant (MA)** May 2022 - Jan 2023

**Cancer Center of Kansas | Wichita, KS**

- Escort patients to exam room to take and record vitals and patient information
- Sanitize and dispose of medical waste in outpatient rooms after each visit
- Provide care for patient while receiving treatment
- Transport patients to and from their vehicles
- Stocked medical supply room and medical carts

**Certified Nurse Aid (CNA)** May 2021 - Jan 2022

**Oxford Grand Assisted Living | Wichita, KS**

- Assisted 35 residents in everyday activities including meal times and extracurriculars
- Collaborated with nursing team members to update charts and medical records
- Maintained residents medical, health, and patient records
- Ensured residents apartments were upheld to health code standards

**Hostess** Aug 2020 - May 2021

**6s Steakhouse | Wichita, KS**

- Set up table placements
- Welcomed guests and seat them at their table
- Answered phone calls and coordinated reservations
- Assigned guests to table with their appropriate servers
- Maintained sanitary workplace

## CAMPUS INVOLVEMENT

Sep 2022 - Present

**National Strategic Selling Institute**

- Developed advanced sales skills through coursework and practical training
- Applied strategic selling techniques in real-world scenarios
- Actively recruited students to enroll in our program, emphasizing career prospects and the practical skills that are acquired

## CERTIFICATIONS & LICENSES

**Certified Nurse Aid** Jan 2021

**Kansas Nurse Aide Registry**

## HONORS & AWARDS

**Dean's List** 2021, Spring 2023

**Kansas State University**