

GAVIN SMITH

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EDUCATION

Bachelor of Science in Business Administration
Kansas State University | Manhattan, KS

Expected: May 2026

Majors: Marketing and Strategic Selling

EXPERIENCE

NSSI Front Desk Worker

National Strategic Selling Institute | Kansas State University

Aug 2023 - Present

- Facilitate sales role-plays, including acting as a buyer, managing student competitors, and running the software
- Assist corporate partners, with answering questions or giving parking directions, and providing a welcoming atmosphere as the front desk assistant
- Interact positively with all students and tour groups that come through the NSSI
- Manage attendance and point tracking for students involved in sales distraction program

Skills: Guest Services · Front Office Operations · Interpersonal Skills · Engaging People

Learning Assistant

K-State First Program | Kansas State University

Aug 2023 – Present

- Act as a liaison between professor and student, to make sure both parties can understand and communicate problems and solutions effectively
- Serve as a role model for students, both behaviorally and academically, pushing them to succeed inside and outside the classroom
- Engage students with meaningful conversations related to topics that improve their college life; studying, test taking, and time management

Skills: Engaging People · Teacher Leadership · Assistant Teaching · Leadership

Strategic Tutor

Athletics Program | Kansas State University

July 2024- Present

- Assist in developing enhanced studying and time management skills with student athletes.
- Foster a supportive and motivating environment that encourages academic excellence and personal growth.
- Maintain confidentiality and professionalism in all interactions with student athletes and university personnel.

Skills: Communication · Problem Solving · Facilitation

MEMBERSHIPS & AFFILIATIONS

Awareness Committee – Head of Scheduling

Sales Ambassadors

- Assist with the retention and recruitment of all current and prospective students in the KSU Sales Program
 - Volunteer at events and activities hosted by the National Strategic Selling Institute
 - Directed team operations, ensured accountability, delegated tasks effectively, and drove efforts to achieve record-breaking program admissions.
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