

Johnathan Hensley

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Objective

Focusing on securing a career in Sales, with interests in logistics, Data Analysis, and commodity trading.

Education

Kansas State University, Manhattan, KS

Bachelor of Science in Agribusiness, Option: Agricultural Sales

Expected: December 2024

Minor: Horticulture

Certificate: Professional Strategic Selling

Relevant Course Work

Agricultural Sales

Commodity Futures

Agribusiness Logistics

Sales Force Leadership

Food & Agribusiness Management

Fundamentals of Professional Selling

Data Analysis and Optimization

Food and Agribusiness Marketing

Production Economics

Sales Technology

Key Account Management

Experience

College of Agriculture, Diversity Programs Office

Undergraduate Assistant

May 2024 – Present

- Communicate with supervisors in Diversity Programs Office regarding events hosted towards future students in the College of Agriculture
- Demonstrate ability to effectively communicate with people through email or over phone
- Prepare results from events hosted by the Diversity Programs Office with the overall effectiveness
- Process results of online survey towards Kansas Black Farmers Association in regards to their farms and potential Sodexo Partnership

Dillons, Manhattan, KS

Deli/Service Clerk

June 2021 – Present

- Demonstrate ability to be self-directed and stay on task while working overnight/early morning shift
- Use attention to detail while inspecting fresh sliced deli products and salads to monitor freshness
- Follow detailed labeling protocols for salad products to ensure freshness
- Communicate with manager when product(s) are out of stock to ensure for future availability
- Prepare food for the restaurant portion of the deli and adhere to food safety regulations

Kansas State University, Manhattan, KS

Community Assistant, Wefald Hall

August 2020 – May 2021, August 2021 – May 2022

- Utilized strong interpersonal skills while answering students and parents' questions regarding residence halls and K-State
- Communicated with supervisors in dorm about any problems that needed to be addressed/resolved

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Organizations

- National FFA Organization May 2017 – Present
- Secretary of Junction City FFA Chapter – 2017-2019
 - American FFA Degree, 2021
- Minorities in Agriculture, Natural Resources, and Related Sciences (MANRRS) June 2019 – Present
- Partnered with Black Student Union (BSU) to engage with prospective minority students
 - Partnered with Entomology Club for Canned Food Drive through the University
- Project Impact June 2019 – Present
- Participate in program designed to cultivate, retain, graduate multicultural and first-generation students
 - Multicultural Academic Program Success (MAPS) – Class of 2019
 - Interacted with the Deans and faculty at the University, learned about the academic programs and identified mentors on campus
- Kansas State University Marching Band August 2019 – Present
- Sousaphone Section
 - 5-7 Hours practice weekly during marching season
 - Participated in the Liberty Bowl, Texas TaxAct Bowl, Sugar Bowl, Pop Tart Bowl
- Tau Beta Sigma (TBS) September 2019 – Present
- Participate in National Honor Sorority
 - Promote women in the musical field through a women in music speaking series
 - Host event for senior citizens within the community to encourage music appreciation
 - Host event for K-12 students within our community to cultivate music appreciation
- Union Program Council (UPC) June 2021 – Present
- Co-Chair on Afterhours and (CEF) committees
 - Events partnered with other organizations
- Cargill Global Scholar April 2022 – Present
- June 12th-June 16th 2022 – Strengthening leadership
 - Meet biweekly with mentor through Cargill
 - July 24th-July 28th 2023 – Strengthening Global/Cultural Awareness
 - Meeting Monthly with Cargill mentor and student group
- National Strategic Selling Institute: Sales Ambassador November 2023 – Present
- Learn how to communicate with confidence in a professional environment
 - Meet biweekly with other ambassadors
 - Corporate branded events with one of the 30+ corporate partners
 - Serve on Presentation Committee, minimum of 3 presentations with a recruiting outreach of 500 students