

JADON SMITH

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EDUCATION

Bachelor of Science in Business Administration

Kansas State University | Manhattan, KS

May 2025

Major: Sales

JOB EXPERIENCE

Personal Caregiver for Individual with Cerebral Palsy

Life Patterns | Manhattan, KS

Sep 2023 - Present

- Communicate with the individual to understand their needs, preferences, and concerns, fostering a positive and trusting caregiver-client relationship
- Demonstrate flexibility and adaptability in response to changing care requirements and unexpected situations
- Organize and engage in activities to promote mental stimulation, social interaction, and emotional well-being, contributing to an improved quality of life

Lawn Care Business Owner and Founder

J's Lawn Care Services | Wichita, KS

Apr 2014 - Jul 2023

- Achieved consistent business growth year over year including back-to-back years of over 200% revenue through the purchase of a competitor's business (LLC) and client rights, and strategic investments in equipment upgrades
- Trained and supervised several young entrepreneurs in the industry in their personal growth of lawn care-specific skills, investment strategies, customer relationship management, marketing strategies, and financial management
- Built and maintained strong client relationships by promptly responding to client inquiries, addressing concerns, and ensuring high levels of customer satisfaction, resulting in a loyal and growing customer base of 40+ clients
- Managed finances, including budgeting, invoicing, and expense tracking, resulting in consistent profitability

Sales Representative

Genesis Health Clubs | Wichita, KS

Jun 2022 - Jul 2022

- Maintained a database of leads and prospects, and averaged a 15% lead conversion rate
- Cultivated strong, long-term relationships with members, providing personalized fitness packages
- Conducted informative facility tours, highlighting key features and benefits to potential members
- Proactively generated leads through community outreach and social media marketing

LEADERSHIP EXPERIENCE

Summer Faith and Leadership Project

Student Mobilization

May 2023 - Jul 2023

- Leader of a small group of three younger college men in a mentorship-style relationship for nine weeks in Gulf Shores, Alabama developing them in faith, character, and leadership.
 1. Prepared detailed and thoroughly intentional group Bible studies and book discussions weekly
 2. Engaged in one-on-one coaching sessions weekly with each individual to help meet current needs, process information they learned, and identify what direction to move them in next
 3. Coordinated a variety of events and activities for the group's growth in character and maturity throughout each week
 4. Fundraised for my housing expenses and coached individuals in my group in how to fundraise for themselves