

ALI GUDENKAUF



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EDUCATION

Bachelor of Science in Professional Strategic Selling

Aug 2023 - May 2027

- Kansas State University
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WORK EXPERIENCE

Business Development Center Representative

May 2024 - Present

- Managed inbound and outbound calls, emails, and messages providing customer service and addressing customer needs and concerns
- Managed sales leads by scheduling appointments and following up on potential sales opportunities, contributing to increased dealership revenue
- Generated reports on leads, appointments, and customer satisfaction, providing insights for process improvements

Receptionist

Mar 2021 - Dec 2023

- Greeted and assisted customers and visitors, creating a welcoming and professional atmosphere at the dealership
- Managed a multi-line phone system, directed calls to appropriate departments, and responded to inquiries by paging dealers and ensuring efficient communication within the dealership
- Coordinated with sales, service, and finance departments to ensure smooth operations and timely communication

Entrepreneur

Aug 2023 - Present

- Successfully launched and managed a spray tanning business, handling all aspects from service and to day-to-day operations
 - Delivered professional spray tanning services tailored to individual client needs, ensuring high levels of customer satisfaction and repeat business
 - Managed budgeting, invoicing, and financial tracking, ensuring profitability and sustainability of the business
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ADDITIONAL INFORMATION

Involvement in College

- Member of Pi Beta Phi Sorority
- Attend philanthropic events
- Involved in fundraisers for literacy
- Community Service hours volunteering at local charities

Involvement in High School

- Member of DECA
- Team Captain for Powder Puff Fundraiser
- Designer of apparel at School Store
- Finance Operator at School Store
- Cashier at School Store