

JAMES NEIS

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EDUCATION

Bachelor of Science in Business Administration

Kansas State University | Manhattan, KS

Graduating: December 2024

Major: Professional Strategic Selling

GPA: 3.5

EXPERIENCE

Sales Intern

Bunzl Processor Division | Riverside, MO

June 2023 – Present

- Learn and understand the sales process and pipeline of BPD
- Navigate and use AS/400 as the main supply chain and sales software
- Present opportunities with overstock inventory to prospective customers
- Shadowed territorial sales representatives in Massachusetts, North Carolina, South Carolina, Nebraska, California, and Arizona
- Maintained part-time position since August 2023 in identifying new business opportunities within their catalog accounts

CAMPUS INVOLVEMENT

Member

Kansas State Sales Competition Team, Kansas State University

August 2023 – Present

- Placed third in a multi-stage sales competition to be selected to join the team
- Develop sales skills and strategies weekly to compete in national sales competitions throughout the school year
- Competed in a speed selling and a case study competition at the International Collegiate Sales Competition in Orlando
- Helped team achieve a 3rd place finish at Twin Cities Collegiate Sales Competition

Member

Sales Distinction Program, Kansas State University

Jan 2023 – Present

- Participate in a program offered at the College of Business that gives opportunities to network and build relationships with alumni and corporate partners
- Rewarded honor cords contingent on completion by graduation based on attending events, securing job placement, and competing in sales competitions

Member

Fraternity and Sorority Life Ambassadors, Kansas State University

Aug 2022 – May 2023

- Inform and speak to prospective students and parents about Greek life at Kansas State such as pricing, philanthropy, scholarship, leadership, and brotherhood/sisterhood objectives

Member

Pi Kappa Alpha, Kansas State University

Aug 2021 – Dec 2023

- Recruitment Team - Recruited 38 freshmen for the largest greek freshman class at Kansas State University
- Internal Cabinet Member - Focus on organizing events and activities for philanthropy; raised \$50,000 Fall of 2022
- New Member Education Board Member - Provided guidance and knowledge for 38 men entering their first year of college

SKILLS & AWARDS

MS Excel / MS Outlook / MS Word / MS PowerPoint / MS Power BI / Tableau / Adobe Photoshop / IBM AS400 / Salesforce

3rd Place Finalist in Shamrock Trading Company Sales Competition at Kansas State

3rd Place Finalist in Basys Sales Competition at Kansas State

3rd Place Finalist in Twin Cities at the Twin Cities Collegiate Sales Competition