

# ADAM RAMIREZ

PROFESSIONAL  
STRATEGIC  
SELLING

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## PROFESSIONAL PROFILE

Highly motivated and formally trained in sales with a strong work ethic with a commitment to being punctual and meeting deadlines, customer-service oriented with innovative ideas. An outgoing and persuasive individual with a good sense of humor.

## EDUCATION

**Bachelor of Science in Business Administration**  
Kansas State University | Manhattan, KS  
Major: Professional Strategic Selling

**Expected Graduation: May 2025**  
GPA: 3.42

## WORK EXPERIENCE

### **Dell Technologies**

NextGen Sales Academy Intern | Round Rock, TX

Jun 2024 - Aug 2024

- Developed expertise in Dell's IT infrastructure portfolio, including servers, storage, backup, disaster recovery, cyber recovery, multi-cloud, and hyper-converged solutions through training with Dell Management
- Delivered presentations and interactive whiteboard sessions to leadership teams, effectively communicating complex product concepts and strategies
- Applied sales methodologies learned through Dell training to cold-call prospects and secure appointments for Inside Data Center Sales Executives resulting in \$15,000 pipeline

### **The Collegiate Lineup**

Campus Director | Manhattan, KS

Jan 2024 - Present

- Work with upper management to develop a winning team and sales strategy on campus
- Continued sales efforts at Kansas State University by maintaining relationships with organizations
- Generated \$37,000 in revenue over the 2023-2024 school year

Sales Representative | Manhattan, KS

Apr 2023 - Jan 2024

- Built out a sales pipeline by identifying and connecting with Greek organizations on campus
- Empowered creative expression by collaborating with apparel chairs to translate their vision into custom apparel designs
- Created and maintained 10+ lasting partnerships with Greek organizations, ensuring their needs are met

### **Component Fabricators**

Truss Assembler | Manhattan, KS

Aug 2022 - Present

- Cut, Measure, and Assemble different size trusses
- Meet tentative deadlines to fulfill customer orders
- Set and follow precise measurements for accurate buildings

## SERVICE AND ACTIVITIES

### **National Strategic Selling Institute, Kansas State University**

Member | K-State Sales Team

May 2023 - Present

- Participated in a program-wide competition to earn a spot on the 10-member team
- Received the Rising Star Award for demonstrating and honing sales skills during team tryouts
- Participate in role-play scenarios throughout the semester that replicate real-world field interactions
- Top eight finish at Rocky Mountain Madness Sales Competition
- Contributed to a first-place overall team finish and secured third place individually at the University of Toledo Invitation Sales Competition

### **Delta Chi Fraternity**

Vice President | Kansas State University

Dec 2021 - Jan 2022

- Ran all internal operations of the organization, providing leadership to 12 chairmen, including managing over \$10,000 allocated to specific positions.

## HONORS/AWARDS

- Paul B. and Sandra M. Edgerley Business Administration Leadership Scholarship Fall 2022
- Delta Chi Aaron Otto Potential Leader Award Spring 2022
- Dean's List Spring 2023
- Hamilton/Vanier Family Scholarship Fall 2024