

LIBBY FARRELL

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EDUCATION

Bachelor of Science in Business Administration

Kansas State University | Manhattan, KS

Expected: May 2025

- GPA 3.798
- Major: Strategic Selling & Marketing
- Certificates: Marketing Technology & International Business

EXPERIENCE

Next Gen Sales Academy Intern

Dell Technologies | Round Rock, TX

Jun 2024 - Present

- Completed a three week onboarding program of education into Dell's comprehensive portfolio of IT solutions, sales strategies, and outbounding best practices.
- Engaged in customer outreach through cold calling techniques to build relationships and drive business value to customers.

Front Desk Associate

National Strategic Selling Institute | Manhattan, KS

Aug 2023 - Present

- Exemplify exceptional communication skills as the first point of contact for visitors and participants at the Sales Institute, providing clear and friendly information about upcoming programs and events
- Effectively organize and manage time by balancing Front Desk responsibilities with administrative tasks such as assisting in sales roleplays and competitions

CAMPUS LEADERSHIP

Sales Ambassador, Vice President of Student Engagement

College of Business Administration, Kansas State University

Jan 2023 - Present

- A select group of 35 students that represent the National Strategic Selling Institute
- Facilitate mentorship pairings and internal professional development branded events like resume workshops

Vice President of External Committee

Student Alumni Board, Kansas State University

Feb 2022 - Present

- Promote K-State and create a link between the Alumni Association and past, present, and future students
- Coordinate all external events with alumni, spreading SAB's message to the entire campus

Member, Photo & Marketing Committee

Kansas State Student Foundation, Kansas State University

Feb 2022 - Present

- Cultivate a culture of giving on campus by providing opportunities for philanthropic leadership throughout the year
- Fundraise on behalf of the university, in support of the message of "students giving back to students."

Active Member

Chi Omega Inc., Kansas State University

Aug 2021 - Present

- Served as liaison between our chapter and the Panhellenic Council, fostering a positive and inclusive Greek life experience
- Participate in all chapter programming, and aid in new member development their first year of college

HONORS & AWARDS

Sales Distinction Program

National Strategic Selling Institute, Kansas State University

Jan 2022 - Present

Dean's List Scholar, Recipient

Kansas State University

Fall 2021 - Present

Paycom Sales Summit, Certification

Paycom Payroll, LLC

Jun 2023