

ANDERS RUNYAN

S T U D E N T O F P R O F E S S I O N A L S T R A T E G I C S E L L I N G

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OBJECTIVE

I expect to make a difference. I am interested in opportunities that utilize my ability to learn as well as my ability to interact with those around me. I want to partner with an organization that will benefit from my ability to learn and adapt to new situations. I am looking for a company that has a platform and capacity for high end achievers.

EDUCATION

Bachelor of Science in Business Administration

Kansas State University | Manhattan, KS

Expected: Dec 2024

- Major: Professional Strategic Selling
- Cumulative GPA: 3.4
- Early Graduate

High School Diploma

Park Hill High School | Kansas City, MO

Graduated: Dec 2020

- Cumulative GPA: 4.2
- Early Graduate

EXPERIENCE

Sales Operations Intern

Able Aerospace | Mesa, Arizona

Jun 2024 - Aug 2024

- Supported in quoting and sale of maintenance, overhaul, and repair of aircraft components
- Collaborated with marketing team to create targeted campaigns to move existing stock
- Provided market insights, prospecting, and forecasting support to sales leadership team
- Presented on summer projects to senior leadership team

Food Service & Consumer Goods Sales Intern

Huhtamaki | De Soto, Kansas

May 2022 - Aug 2023

- Gained 2 summers of experience using CRM Systems via Salesforce integration and data entry
- Researched competitors and presented findings to executive and sales leadership team
- Prospected new business and presented top 25 most viable prospects to senior leadership team

ACTIVITIES AND INVOLVEMENT

Presentation Committee

Sales Ambassadors

Oct 2023 - Present

- Visited classrooms and presented to 300+ students on the benefits pursuing a career in sales

President

Manhattan Institute of Religion

Aug 2022 - Aug 2023

HONORS & AWARDS

1st Place Ninja Sales Cat

National Strategic Selling Institute

May 2024

- Sold \$26,260 worth of sponsorships, donations, and items for the Annual NSSI Benefit Auction
- Hold the record for revenue raised by a participant in program history