

Jackson Stewart

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WORK EXPERIENCE

Olive Garden, Manhattan KS — Server/Team Lead

September 2023 - PRESENT

- Trained new servers and followed set procedures
- Served and communicated with guests
- Earned awards for salesmanship and teamwork

Genesis Health Clubs, Olathe KS — Personal Trainer

April 2023 - September 2024

- Executed cold calls to club members
- Performed personal fitness assessments with prospective clients to identify customer needs and value points
- Sold personal training packages and supplements
- Ran sessions with clients and resold packages every month
- Managed relationships with clients by reassessing needs and program expectations

BC Detailing, Olathe KS — CEO

June 2021- August 2023

- Ran day to day operations for an auto detailing company
- Managed company budget and finances
- Communicated with existing customers and oversaw a CRM
- Hired/Trained employees to perform company standards
- Grossed 20k in the first 3 months of business

EDUCATION

Kansas State, Manhattan KS — *Professional Strategic Selling*

August 2023 - Present

- Member of 2024 Sales Team
- Lambda Chi Alpha Fraternity

SKILLS

Intrapersonal Communication

Customer Relationship Management

Lead Generation - Cold Calls

Persuasion/Negotiation

