

Summer Town

summert@ksu.edu, midsummersnoc@yahoo.com
719-661-3462
Monument, Colorado

PROFILE SUMMARY

Results-driven sales student with diverse experience in business development, public relations, marketing, and customer relationship management. Demonstrates proven abilities and strengths by implementing strong and successful sales techniques to optimize sales and foster lasting customer relationships. I am highly self-motivated, excelling both independently and while collaborating with diverse groups to drive business growth across various industries and companies.

PROFESSIONAL EXPERIENCE

The Collegiate Lineup

February 2024 - Present

Sales Intern

- Manage and grow strong customer relationships with Kansas State University Greek organizations and businesses in Kansas and Colorado
- Use effective sales techniques and showcase promotional campaigns to boost sales and campus engagement
- Collaborate with graphic designers and product developers to provide customized apparel for satisfied customers

Elevated Entrances, Colorado Springs, CO

June 2023- August 2024

Business Intern

- Made phone calls and communicated with customers, potential customers, employees, and industry partners
- Managed and coordinated a company event
- Marketed and networked at different company events

GE Johnson Construction Company, Colorado Springs, CO

Marketing Intern

June 2023- July 2023

- Assessed customer and employee needs
- Created company presentations for multiple different events
- Attended company meetings and events to brainstorm creative ways to improve marketing strategy and performance

CycleBar, Colorado Springs, CO

Sales Representative

November 2021- June 2022

- Demonstrated exceptional communication skills by informing new customers of membership benefits and pricing levels
- Responded to inbound calls and emails regarding pricing and packages, and provided all necessary details to clients
- Reached out to potential new clients through cold calling, email marketing, and in- person visits

EDUCATION & AWARDS

Kansas State University, Manhattan, KS

Majors: Professional Strategic Selling

August 2022- May 2025

Pikes Peak State College, Colorado Springs, CO

Associates Degree

Heritage Scholarship- Kansas State University

Dean's List- Pikes Peak State College

EXTRACURRICULAR ACTIVITIES

Women in Business (Sep 2022- Present)

Kansas State University (Sep 2022- Present)

Gamma Phi Beta Sorority

Member (August 2022- Present)

National Strategic Selling Institute

Kansas State University

- Collaborate with corporate partners, sales professionals, and peer students to enhance professional development and gain networking opportunities
- Partake in comprehensive sales education and role-playing to develop strong selling skills