

KALEB WAGNER

FULL TIME SALES STUDENT

Madison, WI

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EDUCATION

Bachelor of Science in Business Administration

Kansas State University | Manhattan, KS

Expected: May 2025

GPA: 3.15

Major: Professional Strategic Selling

SALES EXPERIENCE

Sales Intern

The Boston Beer Company | Kansas City, KS

Jun 2024 - Present

- Conducted market surveys in Kansas City, Lawrence, and Topeka.
- Assisted with account sell-ins around the territory.
- Shadowed and assisted full-time sales representatives and territory managers.
- Attended big events to drive brand recognition.
- Conducted sampling events at on-premise and off-premise accounts.

Sales Assistant

Zimbrick Honda | Madison, WI

May 2023 - Aug 2023

- Documented and registered over 40 new Honda vehicles daily.
- Mentored and taught new hires.
- Shadowed and learned behind experienced salesman.

Retail Salesperson

Dicks Sporting Goods | Madison, WI

Dec 2018 - Mar 2020

- Responsible for greeting and providing customers with product knowledge.
- Managed and maintained sections of the store.
- Assisted cashiers during busy store times.
- Provided and exemplified exceptional customer service.

HONORS & AWARDS

John O. Moseley Zeal Award Winner

Sigma Alpha Epsilon Fraternity

Jun 2023

- Over 2,000 hours of community service over the year.
- Over \$3,500 raised in 6 different philanthropy events.

Heritage Award

Kansas State University

Aug 2021

MEMBERSHIPS & AFFILIATIONS

Sales Ambassador

Kansas State University

Nov 2023 - Present

- Assist in recruiting and retaining sales students.

Member

St. Luke's Lutheran Church (Madison, WI)

- Mission trip to Baltimore, MD
 1. Assisted community members in maintaining and repairing low-level housing.
- Mission trip to Denver, CO
 1. Engaged in meal prepping for food drives in the area.

Apparel Chair

Sigma Alpha Epsilon Fraternity

Aug 2021 - Aug 2023