

Alyssa Watkins

Email: watkinalyssa42@gmail.com | Phone: (316) 633-5031 | Address: 2126 N Teal Brook St., Wichita, KS 67235

Education

Kansas State University - Manhattan, KS | GPA: 3.3
-Bachelor of Science in Business Administration - Marketing
-Certificate in Professional Selling

December 2024

Experience

Sales Management Intern

PepsiCo - Urbandale, IA

June 2024 - August 2024

- Conducted market research and analyzed sales data to identify opportunities, contributing to decision-making processes.
- Assisted the sales team in developing and enhancing brand visibility and driving product sales in key markets.
- Coordinated with cross-functional teams to ensure seamless execution of sales initiatives and timely delivery of products to clients.
- Prepared a detailed sales report and presentation for senior management, showcasing performance metrics and providing actionable insights for future growth strategies.

Shift Manager

McAlister's Deli - Manhattan, KS

May 2023 - April 2024

- Efficiently manage shifts, ensuring seamless restaurant operations and delivering exceptional customer service.
- Apply my sales knowledge to drive direct sales, enhancing the overall dining experience.
- Demonstrate physical dexterity to prepare food, maneuver hands, and lift heavy boxes.
- Utilize my organizational skills to handle inventory and supplies, optimizing operational efficiency.

Shift Manager

Doc Greens - Wichita, KS

March 2020- Present

- Lead fast-paced shifts, effectively coordinate tasks and ensure the delivery of high-quality service, and thrive in a fast-paced environment.
- Train new employees, elevate team productivity and performance, and apply my organizational and time management abilities.
- Resolve customer interactions promptly, fostering satisfaction and building customer loyalty.
- Stand for extended shifts, often lasting up to twelve hours, showcasing my physical stamina.

Campus Involvement

Member

Kansas State University Cancer Fighters Organization

Spring 2022 - Present

- Collaborate with fellow members to support cancer awareness initiatives and contribute to fundraising efforts, demonstrating my team player skills.

Member

Kansas State University Women in Business

Fall 2021 - Present

- Engage with a community of aspiring women in business, actively participating in various events and networking opportunities, showcasing my team-oriented mindset.
- Serve as an event ambassador, responsible to plan, promote, and facilitate club activities, applying my planning and organizational skills.

Sales Distinction Program

Kansas State University National Strategic Selling Institute

Spring 2024 - Present

- Actively participate in the NSSI Sales Distinction program, which results in earning business cards, holder, and honor cords.
- Engage in NSSI events, enhancing networking and sales knowledge and skills.
- Demonstrate commitment to sales excellence and professional growth.