

COURTNEY WILLIAMS

🏠 Manhattan, KS 66502

✉️ courtneynwilliams03@gmail.com

📞 913-282-1982

EDUCATION

Bachelor of Science in Business Administration

Kansas State University | Manhattan, KS

Graduation Date: May 2025

- Major: Professional Strategic Selling
- GPA: 3.38

EXPERIENCE

Carrier Sales Intern

Shamrock Trading Corporation | Overland Park, KS

Jun 2024 - Present

- Ensure continuous development and maintenance of relationships with shippers and carriers, while effectively managing our carrier network to meet shipping demands. Track and trace orders, and actively engage in transportation bids for both existing and potential clients.

Sales Associate

Acme Local | Manhattan, KS

Oct 2023 - Present

- Utilizing exceptional communication skills and a strong understanding of customer needs to build lasting client relationships and drive consistent revenue growth

Barista

Radina's | Manhattan, KS

Oct 2021 - Sep 2023

- Demonstrated strong communication skills by engaging with customers in a friendly and attentive manner while efficiently handling their orders as a barista. Effectively acknowledged and catered to customer preferences.

Nanny

Babysitter

May 2017 - Aug 2023

- I've honed my problem-solving skills through hands-on experience as a babysitter and nanny. This role has provided me with invaluable experience in adeptly managing unexpected situations.

Team Member

Lifetime Fitness | Lenexa, KS

Oct 2019 - Aug 2021

- I actively engaged in collaborative care, working within a cohesive team to oversee and manage children's activities collectively.

CAMPUS INVOLVEMENT

Member

Delta, Delta, Delta

Aug 2021

- Organized and executed rituals and ceremonies, enhancing sorority cohesion and tradition

Student

NSSI

- National Strategic Selling Institute