

WILLIAM WEATHERFORD

PROFESSIONAL STRATEGIC SALES SPECIALIST

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EDUCATION

Bachelor of Science in Business Administration
Kansas State University | Manhattan, KS | Dec 2024

- GPA 3.8
- Major: Professional Strategic Sales
- Certificate: Investment Management

EXPERIENCE

Account Management and Business Development Intern
Gartner Inc. | Irving, TX | Summer 2024
<https://www.gartner.com/en>

Gartner delivers actionable, objective insight to executives and their teams.

- Helped customers identify products that provided fulfillment of needs based on business evaluation and customer interactions.
- Developed living preparatory documents that allowed my team to capitalize on all issues facing clients.
- Wrote and provided prospecting (WYWYN) emails to create touchpoints with clients.
- Utilized sitting in on calls to create full follow-up emails to create client commitment and note challenges facing clients.
- Evaluated calls and interactions to update and build preparatory documents to streamline customer interactions and capitalize on challenges presented in client-voice.
- Placed 16th overall out of the entire intern cohort in the summer of 2024.

Resident Counselor

Wharton Global Youth Program | Wharton at UPenn | Jul 2023 - Aug 2023
<https://globalyouth.wharton.upenn.edu>

Wharton Global Youth Program allows for incoming college students to study at Wharton and gain valuable skills and information.

- Served to facilitate daily activities
- Organized and created opportunities for students to interact with Wharton, Google, and Morgan Stanley.

Salesperson

Cabelas Inc. | Kansas City, KS | Spring 2021 - Summer 2021

- Provided detailed, informed recommendations to customers
- Maintained a smooth-running and clean workspace
- Helped 106 customers sign up for Cabela's Club Cards within 5 months.
- Assisted customers with maintaining gear they had purchased.

CAMPUS INVOLVEMENT

Account Manager and Salesperson

NSSI Sales Benefit Auction | Spring 2024 - Present

- Serve to source and manage accounts for the donations toward the Sales Benefit Auction.
- Manage and allocate funds and product donations.
- Working in teams to negotiate larger donations with corporate partners.

HONORS & AWARDS

Dean's List Scholar, Recipient
Kansas State University | Spring 2024

Dean's List Scholar, Recipient
Kansas State University | Spring 2022

Dean's List Scholar, Recipient
Kansas State University | Fall 2021

Dean's List Scholar, Recipient
Kansas State University | Spring 2023 - Fall 2023