

# Skye Finnie

Brandon, MS 39047 | skyefinnie@gmail.com | 601-502-5215 | <http://www.linkedin.com/in/skyefinnie>

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## EDUCATION

**Kansas State University**, Manhattan, KS

Bachelor of Science in Kinesiology

Certification in Professional Strategic Selling

Anticipated Graduation: May 2026

GPA: 3.8

**Hinds Community College**, Pearl, MS

Associate of Arts

May 2024

## EXPERIENCE

**Palm Beach Tan**, Flowood, MS

July 2020 – Present

*Key Holder* (August 2021-Present)

- Maintained a high-volume, organized, and clean store environment to ensure efficiency and customer satisfaction.
- Assisted in training and onboarding new employees, fostering a positive and productive work environment.
- Managed cash register operations, including handling money and balancing registers accurately.
- Set and monitored daily performance goals to drive team productivity and achieve store objectives.

*Assistant General Manager* (June 2023- August 2024)

- Consistently surpassed daily, weekly, and monthly sales targets, contributing to overall team revenue growth.
- Led training for 6 new hires, streamlining the onboarding process and enhancing team efficiency.
- Collaborated in the development of marketing strategies to drive business and increase customer engagement.
- Managed daily administrative tasks, including paperwork and goal tracking, ensuring smooth operations.
- Delivered professional, upbeat customer consultations, fostering strong relationships and enhancing the customer experience.

*Customer Service Representative* (July 2020-August 2021)

- Responsible for the general upkeep of the store
- Managed daily store maintenance and ensured a clean, organized environment.
- Assisted with inventory replenishment and product restocking

**Kroger**, Brandon, MS

March 2020 – July 2020

*Courtesy Clerk*

- Retrieved and organized grocery carts to maintain store cleanliness and accessibility.
- Assembled customer orders quickly and efficiently, ensuring accuracy and satisfaction.
- Provided exceptional customer service by addressing inquiries and assisting product selection.
- Delivered a positive shopping experience through friendly and attentive service.

## ACTIVITIES AND INVOLVEMENT

**Kansas State University**, Medical Sales Scholars

November 2024 – Present

*Member*

- Learned from medical sales professionals, enhancing industry expertise and sales acumen to improve strategic decision-making
- Researched medical devices and industry trends, strengthening product knowledge to support informed sales discussions

**Kansas State University, National Strategic Selling Institute**

October 2024 – Present

*Sales Student*

- Engaged with industry professionals through networking events, building relationships that expanded career opportunities.
- Developed sales strategies and negotiation skills through coursework and real-world simulations, strengthening persuasive communication and relationship-building abilities.
- Practiced consultative selling, enhancing the ability to identify client needs and deliver tailored solutions.

**Kansas State University, Sales expert in Training Cat Community**

August 2024 – December 2024

*Sales Student*

- Collaborated with fellow students to develop sales strategies, enhancing communication and negotiation skills to improve client engagement.
- Engaged in team discussions on sales scenarios, fostering critical thinking and problem-solving abilities.

### **SKILLS**

- Skilled in Microsoft word, outlook, excel, and power point.
- Experience with negotiation and persuasion, product knowledge, relationship building, communication, objection handling, team collaboration, and adaptability and resilience.

### **HONORS AND AWARDS**

- **Est Trf Wildcat NR Award 75**, Kansas State University August 2024-Present
- **Phi Theta Kappa Member Scholarship**, Kansas State University August 2024-Present
- **Phi Theta Kappa** January 2023-Present
- **Top product revenue average winner nationwide**, Palm Beach Tan 2022- 2023
- **Dean's List**, Hinds Community College 2022 and 2023