

# **COLLIN HANSON**

## **KANSAS STATE UNIVERSITY**

My objective is to be a sales representative for a company that I believe in and can grow with. I have 3 years of commission-based sales experience with a track record of meeting sales performance metrics (2 years in retail sales and 1 year of direct-to-consumer sales).

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### **LEADERSHIP**

Multiple weeks of volunteer work at kids camps (Summer 2024). 40+ hours of food distribution volunteer work (2014 – 2022). President of multiple organizations during undergraduate degree. Advisor to Goodnow Hall Council (2023-Present)

### **SKILLS**

Presenting/Public Speaking  
Listening  
Adapting  
Microsoft Office Suite  
Sales Force Technology  
4 Years Classroom Spanish  
Writing/Literary Analysis

### **CONTACT**

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### **EXPERIENCE**

#### **ASSISTANT COMMUNITY COORDINATOR – KANSAS STATE UNIVERSITY** 2023-PRESENT

Supervise a team of 31 employees. Present to committees and train employees. Meet with employees 1-1 for supervision purposes. Maintain safety and order within residence hall. Create relationships and interact positively with residents. Be on call to respond to emergencies/crises.

#### **SALES REPRESENTATIVE – TRADEHOME SHOES** 2021-2023

Meet performance sales quotas each week. Interact with customers in a friendly and positive manner. Discover customer needs and wants through intentional conversations and questions. Recommend products based off customers' needs. Help size and fit customers based off their individual foot dimensions. Aid in managerial duties such as handling deposits, counting cash drawer, organizing sales statistics.

#### **SALES REPRESENTATIVE – TRADEHOME SHOES** 2019-2020

Call and schedule appointments with customers. Manage a schedule of appointments. Drive to customers' homes and present to customers by discovering their wants and needs to recommend a product. Build relationships with customers and build clientele

### **EDUCATION**

#### **MBA (MARKETING) AND SALES CERTIFICATE - K-STATE UNIVERSITY** 2023-PRESENT

Current GPA is 3.9. Expected Graduation in May 2025. Sales certificate includes classes such as professional selling, client advising, salesforce technology, etc.

#### **BS BIOLOGY – OTTAWA UNIVERSITY** 2019-2023

Cumulative GPA was 3.5. Education included extensive laboratory and research experience as well as many premedical courses including medical terminology.

