

# DANIEL MOORE

Manhattan, KS

✉ Dmoore22@ksu.edu

☎ 913-515-5921

🌐 [linkedin.com/in/dmoore27](https://www.linkedin.com/in/dmoore27)

## EDUCATION

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**Bachelor of Science In Business Administration**

**Kansas State University | Manhattan, KS**

Expected: May 2027

- GPA 3.75
- Major: Marketing/Professional Strategic Sales

## EXPERIENCE

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**Combat Engineer/Horizontal Construction**

**Kansas Army National Guard | Salina, KS**

Nov 2022 - Present

- Manage engineering projects requiring precision and adaptability, analyzing field requirements to develop actionable strategies, which ensured the successful completion of projects within set constraints
- Demonstrate leadership in high-stakes environments, fostering improved communication and teamwork among team members, which resulted in enhanced operational efficiency and coordinated project execution
- Apply technical skills to support infrastructure development projects, utilizing detailed planning, resource allocation, and problem-solving techniques to gain hands-on experience and ensure successful project outcomes

**Sales Manager**

**Genesis Health Clubs | Olathe, KS**

Dec 2021 - Jan 2025

- Led a team of 4 reps, leveraging a CRM to track performance and refine strategies while providing daily training, role-playing, and hands-on guidance to exceed quarterly targets by 20%, averaging 4 sales daily.
- Generated over \$100k in revenue within first 6 months as a rookie salesman, leveraging effective sales strategies and customer engagement techniques to contribute to a total gross income of over \$250k during the tenure

**Field Engineer Intern**

**Garney Construction | De Soto, KS**

Summer 2024

- Assisted in project planning and on-site operations, ensuring seamless coordination of tasks and adherence to schedules, which resulted in meeting project milestones within managed budgets exceeding 7 figures
- Collaborated with cross-functional teams to address project needs, employing effective communication and problem-solving strategies to enhance project outcomes and resolve unforeseen challenges efficiently
- Gained hands-on exposure to construction project management, client communication, and fieldwork strategies, actively engaging in diverse responsibilities to improve operational efficiency and professional knowledge

## CAMPUS INVOLVEMENT

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**New Member Educator and Fitness Chairmen**

**Pi Kappa Alpha**

Fall 2024 - Present

- Managed and organized general fitness for a fraternity of 130+ active members, including fitness challenges, fitness seminars, and personalized training programs
- Independently instruct new fraternity members on its history, emphasizing high ideals and active campus involvement

**Sales Ambassador**

**College of Business Administration, Kansas State University**

Spring 2024 - Present

- Engage prospective students and donors, effectively communicating the value of the sales program, resulting in a 15% increase in program awareness
- Collaborate with faculty and students to organize workshops, improving participation and engagement in sales training initiatives
- Foster relationships with prospective students and alumni, contributing to a 20% increase in recruitment and a higher retention rate by providing ongoing support and networking opportunities

## HONORS & AWARDS

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**Dean's List**

**Pi Kappa Alpha**

Aug 2023 - Present

**Iron Soldier Award**

**U.S Army**

Nov 2022 - Present

**Rookie Salesmen of the Year**

**Genesis Health Clubs**

Jan 2022 - Jan 2023