**EXPERIENCE**

***Ray Skillman Chevrolet* (Product Specialist)** General Sales Manager, Travis Cornwell 11/2015-Present

* Made 13 sales in first 3 weeks, quickly became familiar with Chevrolet production models and trim levels
* Properly meets and exceeds customer service needs to retain customers and gain referrals
* Daily use of CRM VINSolutions and Email Marketing

***Root3 Growth Marketing* (Client Business Development)** Owner, Scott Christiansen07/2015-11/2015

* Generated and qualified leads for clients, increased RTM’s sales pipeline by 300% leading to over $500,000 of revenue
* Did work directly involving prospective clients for Root3, never worked an assignment and didn’t sign a new client
* Increased phone conversation skills and became efficient making sales calls over the phone

***Chicago Cubs*** (**Grounds Crew**) Head Groundskeeper, Justin Spillman 03/2015- 9/2015

* Field maintenance and game prep, Wrigley Field cleanliness
* Pre-game infield, mound and batters box prep, Daily foul line maintenance
* Post game field work, “putting her to bed” for best next game outcome
* Turf management, sod replacement and leveling

***Symmetry Medical***(**Marketing Internship**) Marketing Manager, Rob Sullivan08/2010-05/2011

* + Coordinated travel and lodging for 10 trade shows. Includes Trade show registration, hotel, and some airfare.
	+ Kept sales force fully stocked and updated with sales literature
	+ Supplied sales force with necessary samples, constantly fulfilling our salesmen’s’ needs
	+ Purchased giveaways for trade shows as well as customer appreciation gifts and trinkets
	+ Learned how to put my knowledge of Microsoft Office to work, Excel and Publisher specifically

***Warsaw Little League***(**Head Groundskeeper**) Field and Safety, Mark Nunez 05/2012 to 08/2012, 05/2013-08/2013

* Project manager- oversaw a four-man team
	+ Mound and field maintenance includes: General cleanliness, field mowing, reconstruction of mound and home plate area
	+ Constantly asked superior for permission to be able to take on projects that would better the fields playing surface, most ideas were rejected due to lack of materials/funds
	+ Best part of this job was seeing the small improvements add up and see the park look and play better over time

 (**Umpire)** Head Umpire, Dan Freeman 05/2010—08/2014

* Started in LL Minors and in first year was asked to umpire league tournament games
* Quickly was asked to umpire older age groups LL Majors/Senior Minors
* Was called in for all travel team/tournament games of 14u+ age groups
* Knowledge learned of umpiring made pitching easier to manage my in-game approach to hitters
* Loved helping young players develop their skills

***Applebee’s*** *(***Server, Host***)*General Manager, James Baugh03/2009 to Present

* + Earned every employee recognition award at least once (teamwork, guest service, cooperation, fun, etc.)
	+ Provided customer service along with active listening towards order accuracy while engaging in customer satisfaction
	+ Quickly learned how to multi-task to be able to take care of sections with five tables or more
	+ Trained new employees (server, host)

***Auto Image*** (**Co-Owner**) 03/2009-06/2011

* + - * Started this business with one of my good friends because we could, it instantly took off
			* We were a fully functioning company with and LLC and five employees, not counting the two owners
			* We served over 2oo cars over a two year period with many repeat customers, company averaged
			* Company was disbanded because both of us left town for college, should have looked into selling our company

***ProtectionOne (*Sales**) 5/2015-7/2015

* + - * Door-to-door sales
			* Learned just how important motivation and being a self-starter is to being successful in the sales world
			* Always worked on evolving my people skills to be able to carry a conversation with anyone about anything
			* Learned that sales is relationship based, trust is a key factor, starting from the office to salesmen and then to the customer
			* First sales intern to complete a sale

**NCAA COLLEGIATE ATHLETE**

*Anderson University* 2012-2015

Baseball Team (Fr.-So. SP, Ju.-Sr. Closer)

* Varsity Letterman 2012-2015, 2014 HCAC 2nd Team All-Conference, 2015 All Conference Honorable Mention
* Set a goal to throw 90mph before leaving college, I came in throwing low 80s, left throwing 89mph
* Coach Pressley told us that games are played in the spring, but won and lost in the offseason. Games are won by working hard when no one is watching, doing the non-glamorous work in the weight room and drills that solidify our skills and muscle memory, he is the reason I took to heart the quote at the top of the page

**EDUCATION**

* Anderson University- Anderson, IN 12/2015
	+ Bachelor of Arts, **Major - Marketing (Sports Marketing)**
* Involved in planning and implementation of Sports Marketing Camp run by Anderson University

**LEADERSHIP INVOLVEMENT**

* Volunteer at The Bridge Youth Ministries
* Hurricane Katrina relief volunteer 2007
* Volunteered with Urban Hope to minister to inner city Pittsburgh youth
* Fellowship of Christian Athletes member
* Volunteer at Hard Knocks Baseball Academy, I have a passion for sports and youth development

**All References Available Upon Request**