
EDUCATION

Illinois State University

Bachelors of Science in Entrepreneurship and Small Business Management
Bachelors of Science in Marketing, Professional Sales

Normal, Illinois

December 2014

- Recipient of the Professional Sales Alumni Scholarship

April 2014

WORK & LEADERSHIP EXPERIENCE

JSA Design Resource Group*Business Development Manager***Greater Chicago Area**

November 2021 – May 2022

- Managed 22 existing office furniture dealer relationships and provided project support and training on the 10 manufacturers we represent
- Developed relationships with end-users, Architects, General Contractors, and Hospitality design firms to increase market share
- Attended IFMA and IIDA networking events in the Chicagoland area
- Maintained CRM information and activity tracking in HubSpot

MasterBrand Cabinets, Inc.*Business Development Manager***Greater Chicago Area**

September 2020 – October 2021

- Managed 12 existing kitchen and bath dealerships as their main point of contact for MasterBrand and training on new products
- Developed new partnerships with several kitchen and bath dealers in the Chicago area to gain MasterBrand market share
- Built and maintained a network of Architecture & Design firms and General Contractors to increase involvement in project opportunities
- Maintained CRM information and activity tracking in HubSpot
- Grew my assigned territory by over 162%

The HON Company*Sales Resource Associate***Greater Chicago Area**

March 2018 – June 2020

- Facilitated a brand-new office furniture dealer direct program for target accounts through TriMega Purchasing Association
- Presented and demonstrated product to dealerships and end users to highlight their attributes and competitive capabilities
- Maintained CRM information and activity tracking in Salesforce
- Re-launched the HON dealer direct program to the new ISG Buying Group in 2020
- Generated \$748,043 net in new volume through the ISG program I facilitated and over \$1.5 million in separate project business

The HON Company*Solutions Account Associate***Muscatine, Iowa**

April 2015 – March 2018

- Promoted the HON Company's products/programs to assigned accounts via a predominately remote delivery model with territory travel every 6 weeks
- Partnered with HON Business Development Members and HON Strategic Account Members to meet quarterly sales goals for key accounts according to dealer performance level and selling model alignment/strategy
- Provided training to dealer sales representatives and other core contacts to understand HON and the tools available
- Solutions Account Associate of the year 2017

The HON Company*Sales & Marketing Specialist***Muscatine, Iowa**

January 2015 – April 2015

- Completed a 10-week training program to gain understanding of contract interiors and how The HON Company operates
- Assisted SAAs with projects and day-to-day tasks to develop an understanding of how our different channels work
- Developed presentation skills and product knowledge

Central Illinois Trucks Group, Inc.*Sales Intern***Normal, Illinois**

January 2014 – December 2014

- Performed used truck appraisals
- Managed a \$2 Million dollar trade package
- Took sales calls and assisted customers with their purchases

Skate ILSTU – Registered Student Organization*Vice President***Normal, Illinois**

August 2013 – December 2014

- Promoted events through social media
- Led a group of RSO members to successfully run a skate competition
- Hosted and conducted team meetings and new member orientations
- Worked with peers and local businesses to help promote growth in the skateboarding community

SKILLS & ACTIVITIES

Technical Skills: Microsoft Office, Salesforce, HubSpot, Google Analytics, 2020 Spaces**Activities:** Volunteered at Habitat for Humanity, Eagle Scout