

# Seven Brooksby

## EXPERIENCE

### **Moxie Pest Control, Norcross, Georgia — Sales Representative**

January 2023 - August 2023

I recruited and trained a summer sales team and then together we went door to door meeting people where they were at and helping them take care of their pest control needs.

### **Squeeze Media, Orem, Utah — Business Development Representative**

August 2021 - January 2023

I worked with companies contracted with Squeeze Media to help grow their businesses. This involved researching Mortgage Lenders and making contact with the decision-maker for the business. I made phone calls (usually 100-250 a day) in the attempt to create a qualified sales lead. I used Zoho CRM to organize my leads as well as to help analyze which of my sent emails were the most effective. I set and met sales goals daily, weekly, and monthly. I also wrote the majority of the sales script, "ammo" script, as well as an email template my team and I used with the Amerisave Wholesale campaign.

### **Three Points Center, Hurricane, Utah — Youth Mentor**

November 2021 - May 2021

I worked as a youth mentor for troubled adopted teens. My role included planning activities for the boys to do each day, developing relationships with them, actively listening to them, and helping them develop relationships with their peers. I developed skills in conflict resolution, problem solving, time management and active listening.

### **Proof. Pest Control — Sales Representative**

May 2018 - August 2018

I was a sales representative going door to door, building relationships and a customer base for the company. I recruited a team of four other sales reps and one technician to come along with me for the summer. Additionally, my job included keeping my team happy and making sure their needs were met.

## CONTACT

435-668-0501

7Brooksby@gmail.com

## OBJECTIVE

Self-motivated, lifelong learner, team player with strong time management and interpersonal skills. I am always looking to learn.

## SKILLS

Goal Setting

Restorative Practices

Interpersonal Communication

Lifelong Learner

Conflict resolution

Problem Solver

Time Management

Activator

Active Listener

## CERTIFICATES AND AWARDS

M.O.S 2013 Industry  
Certification in Microsoft  
Word and Excel

Career and Technical  
Education Skill Certificates in:  
Sports & Entertainment  
Marketing, Business  
Management, and  
Entrepreneurship

## **Stephen Wade Chevrolet Cadillac — Sales Representative**

June 2017 - February 2018

As a sales representative, I was required to hit the personal sales goal of 9 cars per month. My job entailed meeting and actively listening to potential car buyers, introducing them to potential car fits, and guiding them along the car buying process.

## **Zions Bank — Peak Time Teller**

August 2016 - May 2017

I served the role of a traveling bank teller. I traveled to all the bank branches across Southern Utah and worked as a teller. This consisted of helping people with their everyday transactions while trying to meet the company's credit card and G.R.O. sales goals.

## **EDUCATION**

### **Brigham Young University Idaho, Rexburg, Idaho — Business Analytics(BS) (In Progress)**

November 2021- May 2024

### **Desert Hills High, Saint George, Utah —High School Diploma**

August 2012 - May 2016

## **SERVICE**

### **Church of Jesus Christ of Latter-Day Saints, Eugene, Oregon — Missionary November 2019- November 2022**

I volunteered to move to a different city and share religious beliefs with people in Oregon. It involved being able to adapt to a variety of circumstances with moving locations in as little as six weeks time. It took good planning skills - our plans were made a week in advance in addition to follow up each day with daily plans. I adjusted the daily schedule to accomplish our needs and planned around self-set goals. The majority of my time was spent talking to people and listening to them - to get to know them and assess their needs. I also dedicated time to community service and yard work-based activities for others. I had many opportunities for leadership during this time as well. I had many responsibilities which included helping mesh others' personalities so that they could work effectively together as a team. I also led my peers by helping them most effectively accomplish their tasks and giving presentations to help inspire and uplift them(over 150 people).

## **TestOut PC Pro. Certification:**

certifies ability to install, manage, repair, and troubleshoot PC hardware and Windows operating system software.

**Boy Scouts of America - Eagle Scout**

## **REFERENCES**

Dale Orton  
-Mentor-435-590-8009

Blair Hiatt -Stephen Wade  
Cadillac Manager-  
435-229-6330

Tye Rogers -Mentor/ Sr.Vp  
Regulatory Affairs Energy  
Solutions -801-560-3603