

Bronson Blackaby

Entry-Level Sales Representative

Energetic and experienced working directly with customers to ensure satisfaction. Excited to work for a KPI-focused, science-backed company like Mid-Atlantic Surgical Systems.

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☎ (123) 456-7890

📍 Brooklyn, NY

🌐 [LinkedIn](#)

Work Experience

Carnegie Science Associate

Ticket Sales Associate

June 2021 - current | Pittsburgh, PA

- Triaged and directed customer requests for optimal experience
- **Exceeded annual membership targets by 23%** by encouraging a compassionate, customer-centered approach
- Up-sold tickets to 3-D amphitheater by maintaining an up-to-date catalogue of movies, exceeding quarterly goals by 31%
- Recommended double-ticket features for IMAX and planetarium showings, outselling science associates by 15%

Projects

Pitt Computer Science Help

Technician

January 2020 – May 2021 | Pittsburgh, PA

- Worked with students in the lab to diagnose network issues
- Implemented a triage system to **expedite requests by 30%**
- Maintained a student satisfaction ratio of 4.5/5
- Updated lab software and performed routine maintenance

Pitt Science Junior Collegiate

Co-founder

January 2020 – May 2023

- Recruited over 50 students to lead 20-minute rotating summer science classes for aspiring science students
- Negotiated with local businesses to **invest \$325,000+ into the recurring summer program**

Skills

CRM (Hubspot, Salesforce); Outbound lead generation; Negotiation; Presentation skills; Results-oriented; Time management; Persistent

Education

Bachelor of Arts, Communication University of Pittsburgh

2019 - 2023 | Pittsburgh, PA