

# Evan Kauk

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## Summary

Relationship-oriented sales professional seeking a role where I can utilize my experience in selling, collaboration, negotiation, and technology to assist my company, team and clients.

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## Skills

- Consultative Selling
  - Relationship Building
  - Negotiation
  - Adapting Rapidly
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## Sales Experience

**The Pipeline Group**, Go-To-Market Advisor | Business Development Representative Team Lead, Atlanta, GA

June 2020-Present

- Reached 150% of closed business quota totaling \$1.4 Million
- Made 500 dials per day via an automated dialer
- Contacted inbound, outbound, and cross-sell prospects
- Set 5 meetings per week, resulting in 12 completed meetings per month and reported results in Salesforce
- Onboarded, trained, and supported new Business Development Representatives

**BizBuzz Digital**, Marketing Sales Representative, Atlanta, GA

Feb 2019-June 2019

- Created and fine-tuned sales scripts, email scripts, contact sequences and researched target markets.
- Onboarded new customers and managed current accounts.
- Participated in networking events for target markets.

**Comcast Business**, Business Account Executive, Canton, GA

Sept 2017-Feb 2018

- Reached 147% of quota in first month of selling.
- Averaged 25 doors knocked and 25 phone calls per day within a two zip-code territory.
- Consulted with customers to identify their needs and recommend the best solution.
- Networked in the Cherokee Chamber of Commerce at weekly events.

**AT&T B2B Sales Training Program**, Sales Trainee, Atlanta, GA

Jan 2017-July 2017

- Participated in a business-to-business training program that included sales fundamentals, leadership, and software knowledge.
  - Achieved 200% of quota.
  - Leveraged time management skills to balance training, sales activity and leadership duties.
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## Leadership Experience

**AT&T Toastmasters**, AT&T B2B Sales Training Program, May 2017-July 2017

- Served as the Toastmasters Chapter President and trained the next President for the role.

**Phi Sigma Pi National Co-ed Honors Fraternity**, Kennesaw State University, 2012 - 2015

- Served as the Corresponding Secretary and voting member of the Executive Board.
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## Education

Bachelor of Business Administration in Professional Sales. Kennesaw State University, December 2016