

Connor Mahan

Education

University of Kansas Lawrence, KS
Graduated December 2017 with Bachelor of Science in Finance

Contact

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San Francisco, CA

Work Experience

Customer Lobby

Sales Development Representative

Oakland, CA

October 2019-Present

- Source leads through online research to find companies with a high likelihood of benefitting from our product
- Cold-call a high-volume of clients daily to introduce our product and identify the need within their business
- Qualify candidates and schedule product demonstrations after identifying pain points which our product can fix
- Build rapport with business owners and office staff to ensure a positive interaction and closed sale

PNC Bank

Loan Support Analyst

Kansas City, MO

June 2018 – September 2019

- Frequently interact with clients regarding loan servicing processes, ensuring accuracy and customer satisfaction
- Provide excellent customer service, growing my reputation as a reliable resource for clients and coworkers alike
- Appropriately respond to requests, maintaining compliance based on specific loan types and client standards
- Meticulously process loan sales and transfers, account requests, loan payoffs, and various urgent client needs

Sunflower Outdoor and Bike

Sales Associate

Lawrence, KS

February 2015-December 2017

- Utilized vast product knowledge to exceed customer expectations and ensure repeat satisfactory experiences
- Successfully managed multiple customer requests at once in a fast-paced, high traffic retail environment
- Assisted in purchasing merchandise from dealers, including creating purchase orders and supplier negotiation

Bank of Ireland

Customer Financial Analyst Intern

Dublin Ireland

June 2017-August 2017

- Collated financial data, highlighting and compiling relevant customer information to report to manager
- Critically analyzed companies' financial data in order to accurately assess client's credit worthiness
- Reviewed and critiqued colleague's reports, ensuring optimal quality reporting to relationship managers

Muscle Milk

Campus Ambassador

Lawrence, KS

July 2016- June 2017

- Represented Muscle Milk on campus, creating a positive, active presence to the vast student body
- Organized a basketball tournament, taking place at halftime of a nationally broadcast college basketball game
- Hand delivered product to hundreds of students, exposing the product to a previously untouched market
- Created relationships with influencers on campus to further promote the product to a larger audience

Activities & Skills

- Promotional event planning
- Sales/Marketing -Building relationships
- Generating sales leads
- Excellent communication skills
- Film making – Shooting, Editing, Writing
- Rock Climbing Club, *Recruitment*
- Sigma Pi Fraternity, *Treasurer, Recruitment*
- Economics Club, *Member*
- Snowboard Instructor – *Volunteer*

Sales Achievements

- 100% of quota – October 2019
- 200% of quota – November 2019
- Most sourced closes – January 2020
- 100% of quota – January 2020
- Average deal size \$16,044 annual revenue
- 10% close rate on sourced deals
- Sourced \$80,220 in annual revenue in 6 months
- 83% of quota – April 2020 (mid-pandemic)

Hobbies & Interests

Rock climbing, Surfing, Photography, Snowboarding, Mountain biking, Programming simple games in Python