

Dane Persek

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EDUCATION

B.S. Computer Science; Minor in Entrepreneurship

High Point University

GPA 3.0

May 2026

High Point, NC

Relevant Courses: Advanced Programming/Data Structures, Algorithm Development, Computer Systems, Management Principles, Artificial Intelligence

EXPERIENCE

Sales and Marketing Intern

May 2024 – Present

Practical Tools/Components

Los Alamitos, CA

- Leverage B2B sales techniques to increase business, develop relationships and build loyalty with existing clients.
- Conference calls with industry professional media companies creating advertising opportunities generating new leads.
- Using Python and AI, created intuitive Streamlit application that integrating with Excel streamlining product selection for customers and sales team.
- Enhanced customer experience and supported the sales team with a modern, responsive tool, leading to more informed decision-making and increased sales efficiency.

Market Developer

May 2024 - Present

Whatnot

- Created *SurfCityBricks* brand to market and resell Legos on Whatnot app to collectors
- Analyze sales metrics and manage inventory based on customer demand
- Engage with customers to build relationships and increase recurring clients

Residential Assistant / House Manager

August 2023 – May 2024

Sigma Nu, Nu Delta

High Point, NC

- Oversee house policies and regulations fairly and consistently; address violations; document incidents as necessary.
- Acting resource and point of contact for residents; providing guidance, and referrals to campus resources as needed.
- Assist residents with roommate conflicts, academic challenges, personal issues, and other concerns.
- First responder to emergencies including medical situations, fire alarms, and other crises.

Warehouse Associate (Seasonal)

May 2022 – August 2023

Practical Tools/Components

Los Alamitos, CA

- Set up custom assembly line to ensure efficient shipping and delivery of customer orders.
- Coordinated with logistics team package and transport same-day quotes and on time delivery.
- Secured long term customer contract by fulfilling project requirements, succeeding leadership expectations, and maintaining superior customer service.

Retail Associate

RipCurl

- Involved in all aspects of retail sales to meet monthly estimated 24k sales target; managed customer issues and requests, designed promotional displays, and facilitated orders.

CAMPUS INVOLVEMENT

Sigma Nu

2022 – Present

Intramural Football & Basketball (Coach)

2022 – Present

SKILLS

Python, C++ | Algorithm Development | Analytical Problem Solving | Entrepreneurial | Intrapersonal Communication