

# John Thrapp

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## EXPERIENCE

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### **SHI International, Austin, TX**

*Inside Account Executive*

*Feb 2018 – June 2019*

- ◆ Helped customers select, deploy, and manage a wide variety of technology solutions
- ◆ Managed a book of 30-50 SMB organizations located in the Pacific-NW region (WA, OR, ID & AK)
- ◆ Regularly attended trainings on features & benefits of top solutions and brands in the tech industry
- ◆ Fostered working relationships with customers of various segments and each with unique technological needs
- ◆ Developed account management skills by forecasting and juggling multiple projects at once in the pipeline
- ◆ Oversaw the entire sales cycle, from prospecting and generating meetings to co-selling with partners, closing the business and placing the order in the system
- ◆ Booked & conducted over 120 formal customer calls (prescheduled and including a partner or specialist)
- ◆ Generated over \$850,000 in revenue and over \$100,000 in gross margin

### **Perscio, LLC, Carmel, IN**

*Business Development Intern*

*May 2017 – August 2017*

- ◆ Managed an email campaign focused on acquiring new clients for Perscio, a startup in its early stages
- ◆ Met with the president weekly to present email data, evaluate effectiveness, and consider changes in messaging
- ◆ Wrote a detailed outline of the processes involved in conducting, recording, and analyzing campaign activities

### **Olympia Media Group, LLC, Bloomington, IN**

*Advertising Sales Executive*

*May 2016 – August 2016*

- ◆ Visited local businesses daily in the Bloomington area to prospect and generate leads
- ◆ Set and conducted over 25 meetings with local business owners
- ◆ Generated over \$12,000 in revenue by acquiring business from four new customers

## EDUCATION

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### **Indiana University, Kelley School of Business, Bloomington, IN**

*December 2017*

*Bachelors of Science in Business*

Majors in Marketing & Professional Sales  
Minor in Psychology

## ACTIVITIES & LEADERSHIP

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### **National Honor Society, Bloomington, IN**

*August 2015 – December 2017*

Attended regular chapter meetings and volunteered in the “Nearly Naked Mile” collecting clothing for United Way

### **Indiana University Dance Marathon, Bloomington, IN**

*September 2013 – October 2013*

Raised over \$500 for Riley Hospital for Children, then “danced for the kids” for 16 hours at the philanthropy event

## SKILLS & INTERESTS

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- ◆ Fluent in Spanish
- ◆ Experienced working with CRM systems
- ◆ Resourceful with online sales tools for market intelligence and lead generation
- ◆ Experienced conducting formal conference calls
- ◆ Proficient in Microsoft Office
- ◆ Proficient in Adobe Creative Suite
- ◆ Enjoys: audiobooks, music, tennis, wakeboarding, snowboarding, watching the Colts, hiking, and traveling