

Kenneth Ospalik

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EDUCATION

The University of Iowa, Tippie College of Business

Expected May 2026

B.B.A., Business Analytics/Information Systems
Minor: Computer Science

Iowa City, IA

WORK EXPERIENCE

Dave Steinbach – State Farm Insurance Agency

May 2025 – Aug 2025

Sales Intern

Naperville, IL

- Conducted over 200 outbound calls daily to prospective clients, gathering and analyzing customer data to prepare personalized auto, home, and renters insurance quotes
- Processed and tracked payment activity to ensure timely transactions, maintaining accurate financial records and preventing policy lapses
- Visited apartment complexes to build partnerships, distribute marketing materials, and identify new target demographics for lead generation
- Educated clients on insurance options, helping them select policies tailored to their individual needs and budgets
- Supported licensed agent by generating over 70 quotes monthly, documenting client interactions in the CRM system, and coordinating follow-up communications

iLink Resources

May 2024 – Jan 2025

Data and Marketing Intern

Plainfield, IL

- Create ad marketing campaigns on LinkedIn to create brand awareness
- Utilize graphic design to create graphics for LinkedIn job posts
- Scan documents such as invoices and receivables, and record them into an online database
- Enter new clients and contractors into contact database
- Answer and direct incoming calls

Go Pro Sports Academy

Aug 2020 – Mar 2021

Receptionist /Clerk

Plainfield, IL

- Responsible for opening and closing the facility
- Answered and directed incoming calls
- Processed requests to schedule lessons, and facility time for batting cages

RELEVANT COURSE WORK

Database Management - Data modeling; hands-on skill development with Structured Query Language (SQL)

Data Wrangling – Use of Python programming to collect, process, and manipulate data; application of methods for descriptive and visual analytics to derive insights that can aid business decision-making

Computational Thinking –Algorithmic problem-solving logic with Python; Use data structures to manipulate data

Data Mining - Introduction to predictive analytics methods motivated by problems in operations, marketing, finance, and health care; data mining techniques including classification, regression, and clustering