



## Executive Summary

Innovative objection-handler with 5+ years in contact prospecting & project management. Strong understanding of engagement, influence & cultural competency through cross-channel communications. Resourceful & coachable lifelong learner with a drive to improve results.



## Education

Indiana University | 1/2014-5/2017  
Bachelor of Arts in Political Science  
Minor in Music

## Skills



- Bilingual in English & Spanish
- Problem-Solving
- Decision-Making
- Teamwork & Collaboration
- Strong Work Ethic & Diligent
- Crafting Content
- Adaptable
- Outreach & Engagement
- Elevating Compelling Stories
- Goal-Oriented



## Leadership Opportunities

### Thomas P. Miller and Associates

Corporate Social Responsibility  
Committee Chair

Business Development Team  
Team Representative

### Young Democrats of America

National Convention  
Volunteer Manager  
Delegate

### Indiana Democratic Party

Affirmative Action  
Committee Member  
Latino Democratic Caucus  
Secretary

# Lauren Alayza



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## Professional Experience

### Student - Web Development Program

Eleven Fifty Academy | May 2020 – Present

- HTML, CSS, JavaScript, Bootstrap, and more.

### Technical Sales Representative

Schneider Geospatial | January 2020 – Present

- Collaborated with Business Development manager as a team to meet annual sales goals.
- On-target with sales goals in Q1 with new accounts landed and on-track earnings in monthly recurring revenue generated.
- Crafted strategy for displacement of competitor accounts and executed tactics to reach annual sales goals.

### Sales Support Manager

Schneider Geospatial | August 2019 – December 2019

- Crafted and executed upsell campaigns targeting local county government offices across the US.
- Shared stories with clients and prospects about use cases of company software products.
- Educated clients to effectively use Geographic Information Systems software to better serve their constituencies.

### Software Sales Bootcamp Participant

TechPoint | June 2019 – July 2019

- A six-week, sales training program designed to educate and evaluate new tech sales talent through Sandler Sales Training and rotating micro-internships with leading Indy tech companies.
- Participating companies: OneCause, Schneider Geospatial, and Renaissance Electronic Services
- Member of the top-performing teams at Schneider Geospatial and Renaissance Electronic Services.

### Bilingual Project Consultant

Thomas P. Miller and Associates | July 2018-March 2019

- Managed long-term multi-stakeholder projects and budgets to successful completion while working cross-functionally across internal teams.
- Developed evaluation methods to assess program strengths and identify areas for improvement by collecting qualitative data through interviews, focus groups and surveys.
- Identified and articulated business development leads through research and relationship building.