

Carter N. Beck

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EDUCATION

Bachelor of Science in Information Systems

Provo, UT

Brigham Young University – Marriott School of Business

Apr 2022

- GPA 3.91 / 4.00
- Active member of Association for Information Systems (AIS)
- Member of the BYU Men's Rugby Team
- Specialized Courses:
 - Data Structures and Algorithms (C++), Computer Programming (JavaScript, Python), Database Systems and Design (SQL), Machine Learning and Data Analytics (Python)

EXPERIENCE

Door-to-Door Sales Representative

San Antonio, TX

Moxie Pest Control

May 2020 – Present

- Incorporated persuasive communication skills to close deals, reach weekly goals and quotas, and generate over \$70k in revenue
- Developed strong interpersonal skills in order to build rapport with potential customers
- Created detailed sales reports for a team of 10+ people to forecast sales growth and increase overall results

Inside Sales Representative

Provo, UT

Vivint Smart Home

July 2019 – Oct 2019

- Managed, contacted, and qualified incoming leads to reach daily and weekly goals
- Handled a high volume of inbound and outbound customer calls
- Maintained complete knowledge on all products, services, and goods in order to increase effectiveness
- Generated excel spreadsheets for company use to track closing percentage for all sales

Instructor

Provo, UT

Kelly Services

Jan 2019 – June 2019

- Reviewed and taught lesson plans to classes ranging from kindergarten through 12th grade and adjusted plans as needed to best facilitate a learning environment
- Managed classrooms of 25-30 students in a confident and warm manner
- Applied teaching strategies to children with varying skill levels

Database Consultant and Marketing Lead (Intern)

Boise, ID

ULedger

July 2018 – Jan 2019

- Researched and assessed potential clients to increase sales and secure vital funding from investors
- Compiled information from multiple sources into a streamlined database in order to analyze and target customer growth
- Contacted, negotiated, and sold software to clients over the phone
- Arranged and scheduled meetings between company executives and clients in a professional and timely manner

Volunteer Representative

Manchester, England

The Church of Jesus Christ of Latter-day Saints

July 2016 – July 2018

- Supervised and trained 180+ representatives on a weekly basis to improve productivity and teach communication skills
- Worked directly with the president of operations to help set and achieve goals for the entire mission
- Organized monthly events with over 600 people in attendance
- Participated in weekly humanitarian service including visits to children's hospitals and care centers

AWARDS, SKILLS & INTERESTS

- Captain on high school rugby and football teams
- Member of National Honors Society
- Skilled in c++, JavaScript, Python, and SQL