

# Shane Patrick Murray

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Motivated aspiring tech sales professional with leadership and customer-facing experience. Strong communicator skilled in building rapport, resolving conflict, and working under pressure. Eager to drive results and grow in a fast-paced sales environment.

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## Volunteer and Work Experience

- Standards Director at Zeta Beta Tau Fraternity** **January 2025 - Present**
- Led peer accountability and conflict resolution as chair of a 12-member internal committee, fostering communication and alignment across 100+ members.
  - Conducted meetings to deliver clear feedback, mediate disputes, and ensure organizational goals were met.
  - Demonstrated leadership, public speaking, and negotiation skills in weekly engagements.
- Assistant Coach at Action Athletics - Wellesley, MA** **November 2019 - August 2023**
- Delivered high-energy, motivational coaching to 100+ youth clients, adapting communication styles for various skill levels and personalities.
  - Built trust and encouraged persistence to help clients overcome mental blocks — developing resilience and confidence.
  - Regularly communicated progress to parents and staff, practicing consultative and persuasive communication.
- Volunteer work at Shultz's Guest House - Dedham, MA** **January 2021 - August 2021**
- Interacted daily with staff and adopters in a fast-paced environment, practicing empathy, patience, and clear communication.
  - Maintained high standards of care while multitasking — developing time management and attention to detail.
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## Project Experience

- Inrix Hack 2023 - Hosted by Santa Clara University** **November 2023**
- Earned an honorable mention and top 25% placement among over 40 competing teams.
  - Collaborated in a 6-person team to build an eco-focused gamification app, called '[Carbon](#)', using Flutter, Supabase, INRIX, and Google Maps APIs.
  - Presented technical outcomes to judges under time constraints, demonstrating clarity and poise.
- Personal Resume Website** **January 2025**
- Created a personal resume website using React and typescript, hosted on github pages
  - <https://shmurray12.github.io/shane-resume>
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## Relevant Skills

**Technical Skills:** C++, JavaScript, React, Flutter, Git, TypeScript, Python

**Sales & Professional Skills:** Communication, Public Speaking, Conflict Resolution, Team Leadership, Time Management, Resilience, CRM (Salesforce & HubSpot – learning), Cold Calling, Prospecting, Lead Generation, Follow-Up, Pipeline Building, Objection Handling, Account Research, Presentation Skills, Competitive Mindset

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## Education

- Santa Clara University - Santa Clara, CA** Expected Graduation: **June 2026**
- College of Arts and Sciences - B.S. Cumulative GPA: 3.34
- Computer Science Major, Mathematics Minor
- Wellesley High School - Wellesley, MA**
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## Extracurriculars

- Santa Clara Tech Sales Network** **September 2025 - Present**
- Furthering my understanding of sales techniques and skills within the sales industry
  - Networking with likeminded individuals and professionals in tech sales.
- Keynotes Select Choir - Wellesley High School** **September 2019 - June 2022**
- Sang at a high level as a bass in an audition-only, 40-member, classical choir under conductor [Kevin J McDonald](#).
  - Collaborated with groups such as the [Handel and Haydn Society](#), [The Boston Pops Orchestra](#), and [The Boston Gay Men's Choir](#).
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**Interests:** Rock Climbing, Basketball, Working out, Spikeball, Volleyball, Music, Reading, SCUBA Diving, Hiking, Foodie