Austin Friesorger

austin.friesorger@snhu.edu | (989)280-6342 | Lansing, Michigan 48912

Summary

Aspiring Software Engineer with experience contributing to design, development, and optimization. Bring intermediate understanding of HTML, CSS, JavaScript, Python, Node, and React, as well as a drive to progress while learning new programming languages and development tools.

Skills

- Knowledgeable in: Microsoft Word, Excel, PowerPoint
- Punctual with a history of arriving to work ready and on time
- Ability to work in a team-based setting as well as independently
- Certified in French language at the B2 level

- Ability to work across diverse teams and cultures
- Relationship Building
- Ability to work outside of my comfort zone

Experience

Inside Sales Specialist | TechSmith Corporation - East Lansing, MI | March 2022 – November 2022

- Full-time team member working with the EMEA sales team with a focus on the French, South African, and Benelux market.
- Creating quotes for individuals, businesses, and our strategic reseller partners.
- Using a consultative sales approach by gathering information on specific issues customers might be facing and offer a solution of products to match their needs.
- Strive to attain, recapture, and grow accounts in my pipeline to drive revenue growth.
- Investigate sales and service issues to provide successful resolutions.
- Schedule and attend virtual meetings with customers to close business deals in French and English.
- Collaborate with team members to determine strategic sales approaches.
- Liaised between local European resellers and customers to build and establish long-term business partnerships.
- Established a way to help businesses achieve better collaboration through an efficient and effective use of our software.

Inside Sales Intern | TechSmith Corporation - East Lansing, MI | May 2021 – March 2022

- Worked closely with my EMEA sales mentor to grow the customer base through phone and internet leads.
- Maintained detailed files, checklists and financial records of sales and transactions.
- Researched key accounts to target and develop mutually beneficial relationships that would result in the customer being extremely satisfied with our organizational offering.
- Utilized platforms such as Salesforce and phrase express to better organize, manage and gather data that resulted in a more harmonious sales approach.
- Performed market research activities such as geographic specific surveys and providing suggestions for future promotions.
- Assisted with the Q&A process for online webinars in French and English.
- Assisted the business development managers with projects such as data analyzation and generating.

Education and Training

Southern New Hampshire University | Manchester, NH | Expected December 2023
Bachelor of Science: Computer Science

General Assembly | Remote | Expected March 2023 Completion
Full-time Software Engineering Immersive Program

Southern New Hampshire University | Manchester, NH | Graduated June 2022
Bachelor of Science: International Business

Institut De Langue Et De Culture Françaises | Lyon, France | May 2020
Year-long Study Abroad: French Language and Literature

Hemlock High School | Hemlock, MI | May 2017
High School Diploma

Languages

French:

Full Professional