



# AJ DYSICK

Sales + Marketing



## Address

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Columbus, GA 31907



## Phone

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## Email

ajdysick@gmail.com



## Website

ajdysick.com

## Educations.

2016 - 2020

### Bachelor of Arts, Music

Macalester College

2012 - 2016

### Diploma

Columbus High School

## Soft Skills.

- Task/Responsibility Delegation
- Goal-oriented Public Speaking
- Professional Communication
- Effective Time Management
- Goal Setting + Planning
- Professional Empathy
- Collaboration
- Networking

## About You.

Strong work ethic. Extreme attention to detail. Prevailing positivity. I have built 2 profitable businesses through self-generated content and intentional design. Though my programming experience is minimal, I drive consumer action through quality design.

## Your Experiences.

### District Manager

Vector Makreting Corporation [GA + MN] | 2016-20

Recruited after high school, I spent four years with Vector. Titles held include Sales Representative, Branch, Senior Branch, and Assistant Managers, among others. Initially, I sold Cutco products and performed well. Thereafter, I trained as a manager and held such title until I resigned.

- Built 2 profitable businesses from scratch within 4 months. Operated both business in two unique markets of varying demographics
- Generated \$150,000 in business revenue (part-time)
- Recruited, screened, and interviewed +1,100 applicants
- Recruited +300 applicants via social media (Facebook and Instagram)
- Professionally coached and mentored +300 students, focusing on financial and professional wellness

### Zipline Guide/Team Lead/Receptionist

Whitewater Express [Columbus, GA] | 2019-20

While at Whitewater, I cross-trained as a zip line guide, team lead, and receptionist. I often performed duties of each position within a single day. By maximizing my skillset, I improved our customer's experience.

- Innovated systems to increase internal efficiency
- Represented Whitewater Express during multiple marketing and news campaigns
- Maintained flexibility and professional demeanor throughout seasonal, cultural, and personnel changes
- Cross-trained to maximize my contribution to the company's mission



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## Sales Skills.

Lead Generation / Prospecting



Negotiation



Objection Handling



Active Listening



## Awards.

1/

August 2018

**#1 Branch Manager**

- Highest branch office sales in a summer [\$81.2k]

2/

June 2018

**#1 Branch - SC1 PUSH**

- Highest office sales during 2-wk contest [\$23k]

## Portfolio.



Sales + Marketing  
[ajdysick.com](http://ajdysick.com)

## Experiences Continued.

### Sound Technician

Macalester College [St. Paul, MN] | 2016-19

I recorded, mixed, and mastered professional audio and video recordings. Reminiscent of my programming experience, initially, I had no prior audiovisual knowledge. Yet, I learned all necessary audiovisual skills with verve. Later, I further immersed myself through a self-directed internship.

- Regularly corresponded w/+100 clients to meet their specific needs
- Developed systems to simplify internal workflow and file organization

## Hobbies.



Musician



Rafting + Kayaking



Traveling

## References.

I have provided contact details for my two most previous managers. Trey Ketcham [Vector Marketing] has known me for 4 years. Will Chambliss [Whitewater Express] has worked with me for over a year.

### Trey Ketcham

Division Manager

5300 Oakbrook Pkwy, Ste. 390  
Norcross, GA 30093

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### Will Chambliss

General Manager

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