

Jordan Johnson

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OBJECTIVE: To obtain a **SALES/RECRUITING/BUSINESS** position that utilizes my strong presentation and communication skills.

EDUCATION: **University of Texas at Austin, Graduated May, 2012**
Bachelor of Science: Youth and Community Studies
Minor: Communication

PROFESSIONAL EXPERIENCE

YOUNG LIFE, Austin, TX January 2009-Present

Team Leader (part-time while full time student)

- Responsible for building relationships between 18-24 participants which consisted of community leaders, parents and students of Anderson High School. Understanding the demographic at Anderson High School and setting up an effective outreach program that would best suit the needs of the student.

Sales

- Developed and maintained relationships with students (class of 2013) at Anderson High School for 5+ years
- Sold students on the program of Young Life, overcoming objections and reluctance, inviting them to events/camps/retreats
- Attained a goal of personally having one new student at Young Life events each Monday evening
- Generated \$5,000 for Student Staff/Camp Scholarships by sending out direct appeals, meeting with prospective donors, and convincing donors of benefits of supporting Young Life

Management

- Managed team members by delegating roles to volunteer leaders for Monday Night Young Life Clubs
- Managed professional relationships between school officials, parents, students, Young Life staff and volunteers
- Led and developed student leader program for development of leadership in Jr. and Sr. High students
- Led, created, and cast vision for program at Anderson High School through weekly meetings with team members

Great Point Capital, Austin, TX

November 2012-September 2013

Intern

- Researched stocks and ETFs through Candlestick charts providing information for possible trades
- Traded stocks personally via Lightspeed trading platform
- Created black box algorithm formulas to trade automatically and back tested through past data

Hopdoddy Burger Bar, Austin, TX

April 2012-November 2012

Server

Sales

- Exceeded individual goal of \$400 in sales per evening shift
- To generate repeat business, intentionally got to know patrons by name to greet them on future visits

West Austin Aquatic Center, Austin, TX

March 2010- October 2010

Head Facility Coach

- Created and led swim practice for three different age groups, 3 days per week
- Interacted with parents regarding child's progress
- Measured improvement through swim meets
- Critiqued technique of swimmers daily

SKILLS

Technical

Complete Microsoft Office Suite Products, Final Cut film editing, iMovie, basic Photoshop

Personal

Excellent verbal and written communication skills; Strong ability to persuade and lead others; Ability to calculate and analyze quickly; Adaptable to changes in fast environments; Natural aptitude for teaching and mentoring.