**Conner Cochran**

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**PROFILE**

I have learned the importance of discipline, work ethic, and how to lead and follow, and through my work ethic, I thrive in new situations and my curiosity and hard work lead me beyond expectations.

**EDUCATION**

**BA:** Financial Economics & Spanish, Wabash College, Crawfordsville, IN **May 2023**

**Diploma:** (Summa Cum Laude) Pendleton Heights High School, Pendleton, IN **May 2019**

**Technical Skills:** Knowledgeable with Google & Microsoft Suite, Lean Training, LinkedIn Salesnav, Apollo.io, Canva, and CAD software

**PROFESSIONAL EXPERIENCE**

**Summer Innovation Consultant Intern June 2020 – July 2020**

Capturely, Westfield, IN

* Maintained and organized an annual book of business and acted as a subject matter expert and evangelist of Capturely’s expansive list of branding solutions
* Used LinkedIn Salesnav and Appolo.io for lead generation to target decision-makers at prospect accounts in order to book sales appointments and influence company revenue

**Sales Representative June 2019 - Present**

Vector Marketing, Indianapolis, IN

* Performed demos for customers and professionally displayed the merchandise in a respectful and convincing manner
* Worked with customers frequently to come to an agreement that was beneficial for both parties

**Cashier March 2019 – August 2019**

Hardee’s, Pendleton, IN

* Worked regularly with customers and ensured positive interactions
* Made sure to do what was required and followed orders precisely and willingly

**PROFESSIONAL DEVELOPMENT**

**Football Player,** Pendleton Heights High School **August 2014 – October 2018**

* Varsity athletics taught me how to be a team player, the importance of competition, discipline, work ethic, how to lead and follow, and the importance of sacrifice.

**Youth Leader,** Adventure Camp **July 2015 – August 2018**

* Adventure Camp was a program that my hometown church held for young kids that would camp out on our pastor’s property for a few days and learn about God through song
* I was responsible for setting up and working some of the activities and to serve for the kids
* Gained a sense of humility, selflessness for serving others, and respect for those around me

**Member,** Beta Club and National Honor Society **August 2014 – Present**

* Beta Club and National Honor Society are both very community orientated organizations
* Taught me commitment because of the dedication, as well as have good time management because I was a student athlete with a job
* The time spent in both clubs has also taught me very similar things that my time in Adventure Camp did, because all three organizations are very community oriented