

## EDUCATION

- 
- University of Utah** May 2020 - Present  
Full Stack Web Development - Bootcamp  
Salt Lake, UT
- HTML, CSS, Javascript, API
- Brigham Young University - Marriott School of Management** April 2017  
Bachelor's of Science, Accounting  
Provo, UT
- GPA 3.53
  - Phi Eta Sigma - Inducted (Freshman year) Honors Academic society of BYU
  - Academic Scholarship - Brigham Young University

## EXPERIENCE

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- Dimensional Impact** Apr 2020 – Present  
Outbound Sales Manager  
West Jordan, UT
- Created the outbound sales process for the company
  - Sent over 400 emails each day on average
  - Generated revenue through calls and emails
- Emmersion Learning** Jan 2020 – Apr 2020  
Lead Accountant  
Lehi, UT
- Created weekly financial report for CEO to implement change to collect late payments and refine sales reps
  - Invoiced 100's of university's in quick books to drive profitability
  - Managed payroll for 30 employees
  - Extensively used excel for financial analysis in all departments of the office
- Amazon Warehouse Worker** Oct 2019 – Dec 2019  
*Sorter and Packer*  
SLC, UT
- Sorted 600 items per hour to ship out to customers
  - Contributed key input of sorting and packing to set a record for the highest number of packages shipped in SLC.
  - Advanced from seasonal to full time in 1/4 the time of the average seasonal employee
- Colonial Life** Jun 2019 – Oct 2019  
*Area District Manager*  
GA
- Set a new record for the office (Salt Lake County) dials made to cold leads in a week (750)
  - Created a new standard for conversion ratio from dial to appointment set (25 in first two weeks)
  - Promoted to manager in my first month of operation to recruit and manage my own team.
- Edward Jones** Feb 2018 – May 2019  
*Financial Advisor*  
GA
- Delivered financial service to individuals including: debt resolution, financial planning, and investment advice
  - Managed over 350k dollars of assets to help families and individuals to reach there long term goals
  - Completed ongoing training to continue my education in the financial field and maintain relevancy
  - Generated my own clients from doorstep to office through cold-knocking hundreds of doors and businesses
  - Achieved high customer satisfaction through internal metrics: financial foundations and deeply served
- Alterra LLC/ Aptive Environmental (Pest Control)/ Hawx** Apr 2015 – Aug 2017  
*Sales Representative*  
TX, GA
- Generated over \$1 million in gross sales revenue with a team of 12 sales reps
  - Signed and serviced 140+ sales accounts in approximately 100 days each summer
  - Focused on business development and individual customer service

## VOLUNTEER SERVICE

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- The Church of Jesus Christ of Latter Day Saints** Aug 2011- Aug 2013  
*Full-time Voluntary Representative*  
Tucson, AZ
- Worked 100+ hours a week for two years and trained 50-60 other representatives

- Implemented new programs that increased efficiency in finding individuals and bringing those individuals closer to God
- Provided humanitarian aid to many families door to door by offering service
- Best Buddies, 50+ hours per school year building relationships of trust with special needs youth/adults.
- Eagle Scout in Boy Scouts of America

**Skills & Interests**

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Excel, Powerpoint, Word, Snowboarding, Outdoor activities, Dance (Folk Dance Team at BYU two semesters) and Tennis