

JOHNNY HIPSMAN

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<https://www.linkedin.com/in/johnnyhipsman/>

SKILLS

Personal Skills: Cold Calling, Lead Generation, Sales, Time Management, Communication Skills, Account Acquisition, Account Retention, Customer Support, Client Relations

Software Skills: FL Studio, Final Cut Pro, Microsoft Excel, Java, Powerpoint, R Script, Python, SQL, Tableau

Work: <https://johnnyhipsman.github.io/PortfolioWebsite/>

EDUCATION

University of Richmond , Richmond, VA

August 2022 - May 2023

Graduate Degree in Data Analytics

GPA: 3.70

- Courses: Introduction to Data Analytics, Applied Statistics, Data Ethics, Computer Programming in Java, Database Design / Business Intelligence, Data Visualization

University of Richmond , Richmond, VA

August 2018 - May 2022

Bachelor of Arts in Communications

- Courses: Interpreting Rhetorical Texts, Interpersonal Communication, Rhetorical Theory, Media, Culture, and Identity, Rhetoric in a Globalized World, Communication in Close Relationships, Rhetoric in South Asia, Special Topic in Media Studies

EXPERIENCE

Baseball Hitting Instructor , Hipsman Hitting , Chester, NY

May 2023 - Present

- Develop hitting skills, as well as other aspects of the game
- Hold in-person hitting sessions for clients to help assess skills and improve
- Created social media accounts to prospect new clients
- Increased social media following 25% in the last year by networking and advertising business

Camp Counselor , Spider Baseball Camps , Richmond, VA

December 2021 - May 2023

- Led 6-8 hour camps where kids and teenagers develop skills at baseball
- Managed registration for camps and structure for 1 hour before
- Consulted with parents and players about performance and how players can improve
- Prospected new clients to attend camps and retained sales total throughout several years

Cashier , Cashier / Communications Manager , SSL Kayak and Paddle , Greenwood Lake, NY

May 2022 - August 2022

- Served customers who were looking to rent kayaks and other types of boats
- Received phone calls and communicated with customers about reservations for specific times and types of boats
- Increased company traffic 10% by cold calling and prospecting new clients to purchase boat slips
- Constructed a log of customers involved in the business
- Filed paperwork for customers that purchased boat parking slips
- Consulted with other workers pertaining to the structure of the work day
- Appointed other workers to specific tasks that needed to be completed

Cashier , Chester Ice Cream , Chester, NY

October 2017 - August 2018

- Stocked new ice cream
- Answered the phone and received order from customers about specific cakes
- Managed the inventory of the ice cream, while serving those that placed custom orders

RESEARCH WORK

Capstone Project , The Electric Leap , ArcGIS

February 2022 - May 2022

- Compared the adoption of electric vehicles to the rising auto emissions throughout the world
- Created a story map guiding the reader through several topics, maps, and visuals that explain comparisons
- Incorporated rhetorical skills to highlight the "silences" within the visuals which contribute greatly

EXTRA CURRICULAR ACTIVITIES

Richmond Varsity Baseball Team , University of Richmond , Richmond, VA

August 2018 - May 2023

- 5 year starting outfielder
- All-Rookie Team - 2019
- All-Championship Team - 2022 & 2023
- All Conference - 2023
- VaSID All State Team - 2023