

# Jack R. Wendland

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## Education & Academic Achievements

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**The Ohio State University, Columbus, Ohio**

Graduation: **May 2023**

Bachelor of Science Degree: **Sport Industry**

Minors: **Business Administration / Entrepreneurship and Innovation**

**Certification In-Progress:**

IBM Full-Stack Engineer

## Relevant Work Experience

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**Lutron Electronics- Territory Sales Representative | Philadelphia, PA**

*January 2024-Current*

- Responsible for driving sales and creating/maintaining relationships with two major retailers, The Home Depot and Lowes in the Mid-Atlantic Region, covering 330 total stores.
- Built relationships on both the store and service side from a store, district, and regional level.
- By working with Lowes Asset Protection and Service teams, I lifted the Philadelphia and Richmond regions from worst performing to Top 5 performing regions.
- Trained and presented products to Electrical Associates, Department Supervisors, Store Managers, District Managers, and Regional Managers.s
- Collaborated well with my supervisor and team members around the country to effectively grow within my role and support my peers with feedback and market insights.
- Proficiency in logging sales calls into Salesforce and utilizing sales data tools to create sales updates and reports.

**Lutron Electronics- Sales Leadership Development Program | Coopersburg, PA**

*June 2023-December 2023*

- Engaged in a 6 month rotational sales program covering retail, residential, and commercial channels.
- Drove sales and formed relationships with Home Depot, Lowes, and multiple Electrical Distributors during three in-field initiatives.
- Provided excellent customer experiences while assisting our technical support team.
- Became proficient in Lutron's full product catalog.
- Embodied and practiced Lutron's core values, especially, always taking care of the customer.

**Ohio State University Athletics Event Operations- Intern | Columbus, Ohio**

*August 2022-December 2022*

- Assisted Primary Event Managers in tasks such as the coordination of redcoats, ushers, parking staff, security, ball kids, and the officials.
- Created credentials for upcoming events.
- Assisted the Primary Event Manager with liaison with visiting teams, officials, and other athletic and university departments to plan and coordinate all areas involved in the event; attends events and helps provide on-site management.

**Penn Entertainment(Hollywood Casino Columbus)- LEAP Intern | Columbus, Ohio**

*June 2022-September 2022*

- Learned about and assisted in all departments of the casino including Human Resources, Operations, Food and Beverage, Marketing, and Finance.
- Operations- Attended dealer school for a week and learned about and assisted in the daily operations in both the back of house and on the floor for table games and slots.
- Marketing- Learned about strategic planning, participated in running promotions, and shadowed the sales(Player Development) department.
- Finance- Assisted in analyzing and forecasting monthly revenues, helped with the projections of increased revenue due to sports betting becoming legalized on January 1st, 2023.

**Firestone Country Club- Caddie/Starter | Akron, Ohio**

*May 2021-August 2021*

- Provided excellent customer service by engaging with members, guests, and staff.
- Monitored and recorded member and guest play.
- Directed players with course insights and guidance as a forecaddie and walking caddie.

