

PAYTON POLNAC

(281) 979-2222 | Katy, Texas | p8npolnac@yahoo.com

EDUCATION

Texas A&M University, College Station, Texas

May 2027

Bachelor of Business Administration in Management Information Systems

Minor in Biomedical Sciences, GPA: 3.0

Relevant Coursework: Veterinary Pathobiology 221, Biomedical Genetics 320, Fundamentals of Chemistry 119, Programming Logic/Design 250, Statistical Methods of Business 203, Public Speaking 203

Objective: Seeking a summer internship in B2B sales to enhance professional selling skills and gain industry experience in preparation for a pharmaceutical or medical device sales career post-graduation

EXPERIENCE

Texas A&M Cybersecurity Center, College Station, Texas

August 2024 – June 2025

Certification and Training Programs Assistant

- Validated new training programs through Canvas Infrastructure before launching certifications in the catalog
- Compile user data into spreadsheets for directors to utilize the trends in decision making

Sky Ranch Camps, Dallas, Texas

May 2024 – August 2024

Day Camp Counselor

- Adapted programming schedules based on real-time assessment of group dynamics and individual needs to optimize engagement and participation
- Maintained regular communication with parents/guardians through daily updates and progress reports, addressing concerns and building relationships on trust

Boot Barn, Katy, Texas

June 2023 – August 2023

Sales Partner

- Achieved over \$75,000 in product sales, earning a 'Highly Satisfied' certificate for exceptional customer service
- Conducted needs-based discovery conversations to understand customer lifestyles, translating product features into personalized value propositions that served client needs, resulting in satisfaction and customer loyalty
- Increased average transaction value through ethical cross-selling and bundling strategies, identifying complementary products that enhanced customer outcomes while driving revenue growth
- Mentored and trained new team members on customer-first selling techniques and product knowledge

Wow! Clean Carpet and Tile, Katy, Texas

May 2019 – August 2023

Client Service and Restoration Specialist

- Served well over 200 residential clients across Houston as a primary service technician, building strong relationships through personalized attention that consistently generated repeat business and referrals
- Demonstrated ethical business and community commitment by providing flood damage restoration services to elderly and vulnerable clients affected by Hurricane Harvey and the Great Texas Freeze at reduced or no cost; operated as an essential service provider during COVID-19, delivering much-needed sanitization practices to clients
- Maintained proactive communication throughout projects, providing regular updates, addressing concerns urgently, and adapting service plans based on client feedback in order to exceed expectations

LEADERSHIP

Christian Business Leaders (CBL) Texas A&M University

February 2024 – Present

Outreach and Media Committee Member, Merchandising Team Lead

- Spearheaded outreach initiatives to promote ethical business principles and values-based leadership among Texas A&M business students and the broader campus community
- Led merchandising operations end-to-end, conducting organizational research through member polling, creating product mockups, negotiating pricing with vendors, and coordinating order fulfillment
- Built strategic relationships with 100+ business students and industry professionals, creating a robust network committed to ethics-based business practices

Impact Retreat (Non-Profit Ministry), Latham Springs, Texas

January 2024 – Present

Counselor and Small Group Leader

- Delivered compelling presentations on the correlation between community engagement and personal development, influencing campers to pursue communal opportunities in College Station, TX
- Facilitated comprehensive discussions with groups of 5-10 college students, focusing on goal-setting to drive meaningful outcomes and develop key leadership competencies

SKILLS & CERTIFICATIONS

Skills: C#, HTML, Microsoft Excel

Certifications: Adobe Animation Certified (2020-2023), Seeking AI Certificates