

# Ashton “Johnny” Paulsen

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## EDUCATION

### Bachelor of Science, Information Systems

Brigham Young University – Marriott School of Business

Provo, UT

Aug 2022 – Apr 2024

- Current GPA 3.81 / 4.00
- ACT 25 / 36, 79<sup>th</sup> Percentile
- Utah Regents Scholarship, Academic
- Member of Association for Information Systems (AIS)

## EXPERIENCE

### Lecticon

Account Manager/Sales Agent

Draper, UT

Mar 2021 – Sep 2022

- Built account relationships by engaging with 40+ clients to understand needs.
- Processed, implemented, and managed automated sales campaigns using CRM tools.
- Increased number of outgoing emails by 350% on a weekly basis over a 4-month period.

### Missionary Training Center

Marshallese Language Instructor

Provo, UT

Oct 2020 – Mar 2021

- Taught adults between 18-23 years old culture and language of the Marshallese people.
- Improved communication skills to connect with classes of 4 or more students to understand personal needs.
- Prepared detailed lesson plans taking into consideration individual learning styles.

### Piano Box

Piano Teacher

Herriman, UT

Jun 2017 – Aug 2018

- Practiced building instructor/student rapport to connect with each student.
- Learned to assess proficiency and determine individualized lesson plans for over 15 students.

### Bowler Swim School

Swimming Instructor

Draper, UT

Jun 2016 – Aug 2018

- Taught more than 20 children between ages of 2 and 14 how to swim.
- Created learning curriculums customized to needs of individual students.

## LEADERSHIP & SERVICE

### Corner Canyon Swimming Team

Team Captain

Draper, UT

Oct 2017 – Mar 2018

- Developed leadership motivational skills necessary to build team unity and create an attitude of success.
- Delivered 27 personalized recognitions to show appreciation for each team member.

### The Church of Jesus Christ of Latter-day Saints

Volunteer Representative

Iowa City, Iowa

Aug 2018 – Aug 2020

- Practiced listening and being accepting of other's personal views.
- Trained others in how to see opportunities to serve, manage time, and strengthen efforts.
- Increased capacity to love and serve others from all walks of life.

## AWARDS, SKILLS & INTERESTS

- Marshallese language proficiency.
- Eagle Scout, Boy Scouts of America.
- CRM skills, HubSpot reporting and analytics.
- SAAS sales tool skills, Outreach IO sequence building.
- Project management software skills, Asana tool set.
- HTML and CSS programming skills.
- JavaScript experience.
- VBA, SQL, and Tableau experience.