**JOE FEERICK**

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**EDUCATION & CERTIFICATIONS**

**Marquette University, Milwaukee, WI**

**B.S. Marketing | *GPA: 3.25*** *Expected**Graduation: May 2025*

**Relevant coursework:** Professional Selling, Sales Management, Market Research

**PROFESSIONAL EXPERIENCE**

**Flexera Software** |Milwaukee, WI

***Sales Development Intern*** *Jun 2024 – Aug 2024*

* Completed comprehensive training on Flexera IT management software, developing expertise in spending controls, risk assessments, and cloud-based tools to enhance company service delivery.
* Conducted live prospecting and scheduled platform introduction meetings, leveraging hands-on training in pitch generation, role-playing, and advanced Q&A techniques to optimize sales processes.
* Engaged with C-level executives to identify and address pain points in IT infrastructure, focusing on software licensing and cloud optimization solutions.
* Developed tailored 60-second pitches and presentations, aligning with client needs and strategic opportunities to drive engagement and conversions.
* Proficiently utilized Salesforce and Salesloft CRM platforms to streamline lead coordination, track prospect progress, and support sales lifecycle advancement.

**Rolling Green Country Club** |Arlington Heights, IL

***Golf Caddy*** *Apr 2018 – Jun 2024*

* Delivered exceptional service to golfers by advising on course strategy, club selection, and shot placement, fostering a positive and professional experience.
* Leveraged in-depth course knowledge to provide personalized insights on layout and hazards, enhancing client decision-making and overall enjoyment.
* Facilitated seamless logistics for golf equipment, ensuring uninterrupted gameplay and client satisfaction.
* Consistently received positive feedback from club members and guests, contributing to increased bookings and client retention.
* Built rapport with high-profile clients, demonstrating strong interpersonal skills and a customer-centric approach to service.

**VOLUNTEER WORK**

**Arlington Pediatric Therapy** |Arlington Heights, IL

***Speech Assistant***     *Nov 2018 – Aug 2022*

* Supported speech therapists in developing and implementing innovative therapeutic strategies tailored to children's individual needs.
* Facilitated therapy sessions by leading engaging, play-based activities designed to enhance speech and language development in children.
* Collaborated with therapists to adapt and refine treatment plans, ensuring sessions were effective, dynamic, and aligned with developmental goals.
* Built strong connections with children and families, fostering a positive and supportive environment for therapy.

**OTHER SKILLS**

Microsoft Office Suite, Salesforce, Salesloft, ZoomInfo, PowerBI, Canva