

Sam Abrahms

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Education

Graduated in July 2014

Bachelor of Science from Iowa State University

Marketing at Gerding College of Business

I transitioned to web development in June 2015 by enrolling in Bloc.io, a mentor-led, online coding bootcamp. I completed this Front-End Web Development Apprenticeship in October 2015.

I will be continuing my web development education at Waukesha County Technical College in January 2016.

Experience

MKE Sports & Entertainment in Milwaukee, Wisconsin

Inside Sales Representative: January 2015 – April 2015

- *Sold tickets for three team markets:*
 - *Kokomo Jackrabbits – Prospect League*
 - *Jamestown Jammers – Prospect League*
 - *Rockford Aviators – Frontier League*
- *Generated sales by researching prospective customers and cold calling*
- *Developed ticket sales program called Brush With Greatness*
 - *Built partnerships with 15+ dentists per the three team markets*
- *Used CRM database for follow-up appointments and logging daily activity*
- *Supported promotional initiatives for Milwaukee Wave – Major Arena Soccer League*

Brown Dog Gadgets (Solar) in Brookfield, Wisconsin

Sales and Marketing Specialist: June 2012 – November 2014

- *Established campaign marketing strategies*
- *Responsible for product assembly and distribution*
- *Responded to public inquiry*
- *Completed market research*
- *Managed social media outlets*
- *Handled website maintenance for BrownDogSolar.com and BrownDogGadgets.com including writing and editing copy*

Iowa State University in Ames, Iowa

Iowa State Daily Writer: May 2012 – May 2014

- *Wrote weekly music reviews*
- *Assigned article topics for editorial team*
- *Designed digital and print editorial layouts*

Achievements

Academic Award for Competitive Excellence Scholarship – Iowa State University