**EDUCATION**

**Michigan State University**, East Lansing, MI May 2026

Bachelor of Arts, Communication | Minor in Sales

GPA: 3.7

**EXPERIENCE**

**Professional Sales Intern** | Thomson Reuters, Dexter, MI May 2024 – Aug 2024

* Sold over $5,000 in training and consulting services to existing clients by identifying needs in software investment
* Generated 16 new client leads through prospecting efforts
* Closed over $14,000 in existing prepaid training sales

**Sales Intern** | Gannett, Lansing, MI Jan 2024 – May 2024

* Worked with Lansing State Journal local Gannett affiliate
* Assisted in developing local client-specific advertising solutions
* Prospected two new clients and developed a new business strategy to help pitch their business
* Developed needs analysis for four clients
* Organized and scheduled weekly advertising for three clients

**Account Executive Intern** | The State News, East Lansing, MI Jan 2023 – Dec 2023

* Coordinated print and digital ad space for three main-stay clients including The Wharton Center and DTN Management Company
* Average weekly revenue of just over $5,000 in advertising sales
* Presented new campaign idea that targeted Old Town; included special ad space for businesses and coupons for students
* Led approximately 30 cold calls a week to new business prospects in the greater Lansing area

**ACTIVITIES**

MSU Global Leadership Sales Society, member Jan 2023 – Present

* Kelli Hughes Memorial 5k planning committee
* Sales Competition third place winner
* Chief Event Coordinator Aug 2023 – May 2024