Aaron Helmling

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**Education**

**Central Michigan University**, Mount Pleasant, MI

***Bachelor of Science in Business Administration*** (December 2019)

**Major**: *Marketing & Logistics Management* **Minor**: *Advertising*

**Professional Experience**

**Southwestern Advantage,** Nashville, TN

***Corporate Recruiter/Organization Leader/Salesperson*** (September 2019 – Present)

* Personally recruited, trained, managed, and motivated 4 first-year salespeople
* Supervised and directed sales organizations of 10+ salespeople each summer for direct sales
* Developed leadership skills through conducting group interviews and managing experienced salespeople
* Organized and led training on advanced sales, management, and leadership
* Personal Sales of $173,000+ combined in 3 summer selling periods
* Grew Personal Organization Sales from $90,600 to over $135,900 in 2021
* Increased Personal Retail Sales by 95% from 2019 to 2020
* Relocated to Virginia, Texas, North Carolina, and Tennessee for selling seasons

***Student Manager/Salesperson*** (September 2017 – August 2019)

* Trained, motivated, and managed first year salespeople for direct sales
* Developed managerial and public speaking skills through leading and instructing first year salespeople
* Assisted with weekly sales meetings and individual conferences while on the selling field
* Attended over 300 hours of advanced sales and management training
* Personal Retail Sales:
	+ 2019: $30,318 (35% increase over previous summer)
	+ 2018: $22,410 (57% increase over previous summer)
* Relocated to South Carolina and Arizona for the summers

 ***First Year Salesperson*** (May 2017 – August 2017)

* Established success principles through direct sales (i.e. schedule, positive attitude, and personal motivation)
* Over 900 hours of on-the-field direct sales experience resulting in personal retail sales revenue of $14,280
* Executed all presentation, ordering, inventory, accounting, scheduling, and delivery of product for 122 customers
* Became familiar with Facebook marketing by running my own business page, reaching over 16,500 leads
* Relocated to Texas for summer

**Kohl’s**, Mount Pleasant, MI

***Sales Associate/Customer Service*** (October 2018 – May 2019)

* Provided professional and friendly service to customers while assisting them to ensure every customer was pleased with their experience
* Advertised and marketed products to customers so that their specific product needs were met
* Assisted with accurate fulfillment of online orders exceeding company set standards

**Awards & Activities**

**Southwestern Advantage**

* ***Top Experienced Salesperson*** (Top 10% of 1,500+ salespeople companywide) – 2020, 2021
* ***Growth Award*** (increase in personal sales of $13,200+ over previous summer) – 2020
* ***Gold Award*** (working 75+ hours/week all summer) – 2017-2022
* “I Wanna Win” Award (best week in personal sales during final two weeks of the summer) – 2019, 2020
* Sizzler Trip (incentive trip awarded to top level sales performance) – 2018-2022

**Central Michigan University**

* ***Pi Sigma Epsilon Sales Fraternity*** (Marketing Director) – December 2016-May 2018
* ***American Marketing Association*** (General Member) – December 2015-May 2018
* ***Sigma Pi Fraternity*** (Philanthropy Chairman) – December 2015-December 2019