**Aisha Bourke**

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**EDUCATION**

**University of Nebraska-Lincoln**, Lincoln, NE

* Major: Secondary Education with an emphasis in Math (May 2016)
* Minor: Business Administration
* GPA: 3.94

**RELEVANT EXPERIENCE**

**Southwestern Advantage,**Nashville, TN

 ***Student Manager/Salesperson*** (September 2013 – Present)

* Personally recruited, trained, managed, and motivated 3 first year salespeople for summer direct sales program
* Developed managerial and public speaking skills through instruction of first year salespeople
* Assisted with weekly sales meetings and individual conferences while on the selling field
* Attended over 100 hours of advanced sales and management training
* Personal Retail Sales of $57,565 (60% increase over previous summer)
* Relocated to New Hampshire for the summer

 ***First Year Salesperson*** (May 2013 – August 2013)

* Independent contractor in direct sales of educational products
* Established success principles through direct sales (i.e. positive attitude, schedule, and goal setting)
* Prospected and approached over 3,000 families from various socio-economic levels
* Executed all ordering, inventory, accounting, sales, scheduling, presentation and delivery of a product
* Personal Retail Sales of $36,023 in a 12 week selling period
* Relocated to Massachusetts for the summer

**Lincoln Public Schools,** Lincoln, NE

***Scott Middle School Coach*** (September 2013 – Present)

* Volleyball and basketball coach for 8th grade girls team of 25 and 14 players, respectively
* Collaborate on practice schedules with other coaches
* Effectively facilitate practices and motivate athletes

**Bridge Street Auto,**Lexington and Kearney, NE

 ***Office Assistant*** (2011 – Present)

* Secretary work, inventory, taking payments, deposits, title work, and paying bills
* Manage accounts, filing, recording, and assist with advertising

**HONORS & ACTIVITIES**

**University of Nebraska at Lincoln**

* ***Division I Track and Field*** – 2011-2012
* ***Alpha Phi*** Sorority (Member) – 2011-Present
	+ Membership Development Committee – 2013
	+ Chaplain – 2012
* ***Alpha Lambda Delta*** Honors Fraternity (Member) – 2012-Present
* ***Phi Eta Sigma*** Honors Fraternity (Member) – 2012-Present
* ***Tutoring*** (advise and tutor high school and college students in Math) – 2012-Present
* ***Huskers Against Hunger –*** 2013
* ***Husker for the Day*** (outreach for special needs children) 3 events – 2012
* ***Walk-a-thon*** (elementary school fundraiser) – 2012

**Southwestern Advantage**

* ***Top First Year Salesperson*** (ranked in the Top 5% of over 1500 first year salespeople) – 2013
* ***Gold Seal Gold Award*** (worked 80+ hours/week all summer) – 2013, 2014
* ***Big Check Award*** (net savings of $5,000+ from the summer) – 2013, 2014