**BRANDON WILLIAMS**

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**EDUCATION**

**Arizona State University,** Tempe, AZ

***Bachelor of Science*** *in Finance*

* Expected Graduation Date: May 2022

**EXPERIENCE**

**Southwestern Advantage,** Nashville, TN

***Salesperson*** (May 2021 – Present)

* Independent contractor in direct sales of educational products
* Established success principles through direct sales (schedule, positive attitude, goal setting, and self- motivation)
* Executed all ordering, inventory, accounting, scheduling, sales, and delivery of products
* Prospected and approached over 3,000 families of various socio-economic backgrounds
* Personal retail sales of $25,440 in a 12 week selling period
* Relocated to New York for the summer

**Discover Card,** Tempe, AZ

***Collections Agent/Account Manager*** (November 2019 – April 2021)

* Provided exceptional customer service, answering questions in a quick and effective manner
* Worked out payments for people who missed their payments
* Developed phone skills and presence from daily interactions with clients

**Marriott,** Palm Desert, CA

***Housekeeping Inspector Intern*** (May 2019 – August 2019)

* Managed and supervised a team of housekeepers on property
* Responsible for assisting with daily operations of hotel, including training, cleanliness, and upkeep of rooms for guests
* Learned how to effectively lead people through training of housekeeping staff

**ACCOMPLISHMENTS & ACTIVITIES**

**Southwestern Advantage**

* ***“I*** ***Wanna Win” Award*** (Best week in sales during final two weeks of the summer) – 2021
* ***Gold Seal Gold Award*** (Working 80+ hours a week all summer ) – 2021
* ***Top*** ***First Year Salesperson*** (Top 10% of over 1000 first year salespeople) – 2021
* ***Big*** ***Check Award*** (Net savings of $5,000+ for the summer)– 2021

**Arizona State University**

* ***Feed My Starving Children*** (Volunteer)– 2019