**Daniel P Johnston**

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**PROFESSIONAL EXPERIENCE**

**SOUTHWESTERN ADVANTAGE**, Nashville, TN   
***Associate Sales Leader/Corporate Recruiter/Salesperson*** (October 2015 – Present)

* + Conducted over 1000+ group information sessions and personal interviews
  + Supervised, trained, managed, and motivated 100+ total salespeople in sales organizations
  + Facilitated meetings throughout the year on advanced sales, leadership, and management training
  + Personally recruited, managed, and trained 51 first year salespeople for summer sales program over seven summers
  + Personal Retail Sales of over $554,200 combined in seven summer selling periods
  + Grew Personal Organizational Retail Sales from $137,392 to $216,587 in the summer of 2021
  + Relocated to Texas, Wisconsin, South Carolina, Louisiana, Indiana, and Tennessee for the summers

***Student Manager/Salesperson*** (September 2012 – September 2014)

* + Personally recruited, trained, motivated, and led 5 first year salespeople on personal teams
  + Developed managerial, public speaking, and advanced sales skills through over 300 hours of training
  + Organized, planned, and directed weekly sales meetings and individual conferences on the selling field
  + Conducted nightly individual coaching calls in goal setting, positive attitude, self-motivation, time management, and advanced sales techniques
  + Personal Retail Sales of $174,512 combined in four summer selling periods
  + Increased Personal Organizational Sales from $52,546 to $105,500 (100% increase over previous summer)
  + Relocated to Texas and Missouri for the summers

***First Year Salesperson*** (May 2012 – August 2012)

* + Independent contractor in direct sales of educational products
  + Internalized success principles (e.g. schedule, positive attitude, goal setting, and personal motivation)
  + Executed all ordering, inventory, accounting, scheduling, sales, and delivery of product
  + Prospected and approached over 2500 families from various socioeconomic backgrounds each summer
  + Personal Retail Sales of $21,560 in an 11 week selling period while relocating to Texas for the summer

**EDUCATION**

**The University of Tennessee |** Knoxville, TN

***Bachelors of Arts: Business Management with a concentration in Marketing*** (December 2016)

**AWARDS AND ACTIVITIES**

**SOUTHWESTERN ADVANTAGE**

* ***Top First Year Salesperson*** (top 10% of 1200+ first year salespeople companywide) – 2012
* ***Top Experienced Salesperson*** (top 10% of 1800+ salespeople companywide) – 2017, 2018, 2019, 2020, 2021
* ***Gold - Growth Award*** (increase in personal sales of $15,000+ over previous summer) – 2015, 2019, 2020
* ***Gold - Spencer Hays Award*** (Personally recruiting 10+ sales people for personal team) – 2016, 2018, 2020
* ***President’s Club*** (personal retail sales of $9,000+ in one week) – 2017, 2018, 2019, 2020, 2021
* ***Chairman’s Club*** (personal retail sales of $12,000+ in one week) – 2020, 2021
* ***Mort Utley Club*** (personal retail sales of $15,000+ in one week) – 2020
* ***Platinum Recruiting Certificate*** (personally recruiting 30+ first year salespeople in career) – 2020
* ***Platinum Sales Certificate*** (personal sales of $500,000+ in career) – 2020
* ***Top Student Manager Award*** (top 10% of all personal teams company-wide) – 2020
* ***Gold Award*** (worked 75+ hours/week all summer) – 2012-2021
* ***“I Wanna Win” Award*** (best week in sales during final two weeks of summer) – 2016

**UNIVERSITY OF TENNESSEE**

* ***Phi Kappa Psi Fraternity | President –*** 2013-2014
* ***Intrafraternal Council Freshman of the Year*** ***–*** 2012
* ***Intra Fraternal Council member –*** 2014-2015
* ***LEAD Program | President*** ***–*** 2015