Madeleine S. Whelan

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**EXPERIENCE**

**Southwestern Advantage,** Nashville, TN

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

* Personally recruited, trained, managed, and motivated 6 first year salespeople for summer direct sales program
* Facilitated meetings throughout the year on advanced sales, leadership, and management training
* Developed managerial, public speaking, and advanced sales skills through 500+ hours of training
* Conducted nightly individual coaching calls in goal setting, positive attitude, self-motivation, time management, and advanced sales techniques
* Personal Sales of $81,675 combined in two summer selling periods
* Grew Personal Organization Sales from $65,700 to $245,445 (274% increase from the summer of 2019 to 2021)

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

* Helped recruit, train, manage, and motivate first year salespeople for summer direct sales program
* Assisted with weekly sales meetings and individual conferences while on the selling field
* Analyzed sales statistics and developed individual training to foster improvement
* Personal Retail Sales:
  + 2019: $25,810 (28% increase over previous summer)
  + 2018: $20,202 (23% increase over previous summer)
* Relocated to Delaware, Pennsylvania, New York, Kentucky and West Virginia for each respective summer

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

* Independent contractor in direct sales of educational products
* Prospected and approached over 3000 families from various socioeconomic backgrounds
* Established success principles (i.e. schedule, positive attitude, goal setting, personal motivation)
* Executed all ordering, inventory, sales, accounting, scheduling, presentation, and delivery of product
* Personal Retail Sales of $16,450 in a 12 week selling period while relocating to Delaware for the summer

**Water World,** Federal Heights, CO

***Lifeguard Supervisor*** (April 2016 – September 2016)

* Helped recruit, manage, and train over 350 lifeguards to help run the largest amusement park in Colorado
* CPR/AR & First Aid Certified

**EDUCATION**

**University of Colorado - Boulder,** Boulder, CO

***Bachelors of Arts,*** *Psychology* (May 2019)

* GPA: 3.3

**ACTIVITIES & HONORS**

**Southwestern Advantage**

* ***Silver Certification – Selling*** (personally selling $60,000 of personal profit in career)
* ***Gold Seal Gold Award*** (worked 80+ hours per week all summer) – 2017-2021
* ***Big Check Award*** (net savings of $5,000+ from the summer) – 2018, 2019, 2020, 2021
* ***Superstar Sample Case*** (worked 80+ hours giving 180+ demos/week for the 2nd half of the summer) – 2017-2020
* ***Growth Award*** (increase in personal sales of $13,200+ over previous summer) – 2020

**University of Colorado Boulder**

* ***Dean's List*** – Fall 2017, Spring 2018, Fall 2018
* ***CU Swim and Dive Club*** (Member) – 2016-2019
  + ***Vice President –*** Fall 2018-Spring 2019
    - Helped the team fundraise $20,000 for our yearly expenses
    - Oversawall meets, travel itineraries, fundraising and volunteer opportunities for the CU Swim and Dive Club
  + ***Dive Captain* –** Fall 2016-Spring 2017
    - Communicated with swim captains on a daily basis about gear, scheduling meets, and team bonding activities
  + ***National Dive Meet 4th Place*** – April 2018