**Robert Harris**

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**Education**

**San Diego State University,** San Diego, CA

***Bachelor of Science,*** *Psychology* (May 2021)

* Minor: Leadership
* GPA: 3.54

**Work Experience**

**Southwestern Advantage,** Nashville, TN

***Organizational Leader/Student Manager/Salesperson*** (September 2019 – August 2022)

* Taught, managed, and motivated salespeople for personal team & led students during four summers
* Developed public speaking skills through over 500 hours of advanced sales & management training
* Responsible for weekly sales meetings and individual conferences on the selling field
* Conducted 200+ group informational sessions and 500+ individual interviews
* Facilitated meetings throughout the year on advanced sales, leadership, and management training
* Personal Retail Sales of over $243,000 combined in three summer selling periods
* Increased Personal Sales by 621% from first to second summers
* Relocated to North Carolina, Texas, & Tennessee for the summers

***First Year Salesperson***(June 2019 – August 2019)

* Independent contractor in direct sales of educational products
* Established success principles through direct sales (i.e. schedule, positive mindset, and personal motivation)
* Prospected and approached over 2,100 families from various socio-economic backgrounds
* Personal Retail sales of $11,875 in a 12 week selling period
* Executed all ordering, inventory, accounting, sales, scheduling, presentation and delivery of product
* Relocated to Tennessee for the summer

**San Diego State University Educational Opportunity Program**

***Soar Mentor*** (August 2019 – May 2020)

* Engaged with four first year students as a helpful resource and mentor as they transition and integrate into college
* Identified goals of the students and developed plans to achieve them
* Worked with students to help them grow academically, personally and professionally
* Consistent meetings with students for at least an hour every week
* Organization of accomplishments and achievements of each meeting
* Maintained constant communication with higher up via reports of each students weekly

**Honors & Activities**

**Southwestern Advantage**

* ***“I Wanna Win” Award*** (Best week in personal sales during final two weeks of summer) – 2019, 2021, 2022
* ***President’s Club Award*** (Personal retail sales of $7,200+ in one week) – 2020, 2021
* ***Top Experienced Salesperson*** (Top 5% of over 1500 salespeople companywide) – 2020-2022
* ***Man of the Year*** (ranked #1 in largest increase in personal sales over previous year) – 2020
* ***Gold Seal Gold Award*** (working 75+ hours/week all summer) – 2019-2022

**San Diego State University**

* ***EOP Soar Mentor*** – 2019-2020
* ***ARP Mentorship Program* – 2018**
* ***Director of Recorders SDSU Guardian Scholars Student Advisory Board*** – 2017-2018
* ***Delta Sigma Phi*** (Member)– 2017-2021
* ***African Student Union*** (Member) – 2017-2021
* ***Student African American Brotherhood*** – 2017-2021
* ***Thomas Cortex Scholarship*** – 2017-2021
* ***J.D. Bud & Vonda Webb Foundation Scholarship*** – 2017-2021
* ***Bay Area All-Star Award*** – 2017
* ***San Francisco Achiever*** – 2017