

Zachary P. Ballard

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Summary

I challenge myself to grow continuously and to adapt to change quickly. I strive to stay out of my comfort zone and reflect on my strengths and weaknesses. My strengths are communication, social skills, creativity and my self-drive attitude.

Education

Purdue University, School of Health and Human Sciences, West Lafayette, IN Jan 2017
Bachelor of Science in Selling & Sales Management GPA 3.3/4.0
Organizational Leadership & Supervision Minor | Entrepreneurship & Innovation Certificate

Study Abroad Programs (Two Leading Universities)

Tsinghua University-China (May-2015) | Aarhus University-Denmark (Aug-Jan 2016-17)

Learned to appreciate and interact with new cultures. Learned to handle uncertain situations and challenge my thoughts.

Victory Lap Intensive Sales Program

2017

Sales Candidate

Selected out of 55+ candidates to attend a full-time two-week intensive sales training program covering concepts of the overall sales process including prospecting, needs assessment, lead generation, and objection handling techniques.

Professional Experience

SWC Technology Partners

Current

Inside Sales Representative

-Improved vocal qualities, ability to write compelling scripts, and build relationships via phone, email & social.
-Learned to be proficient at LinkedIn Sales Navigator, Microsoft Dynamics and Hubspot CRM, including workflow automation.

-Responsibilities include driving attendance to company events, positioning ourselves as a market expert and being a resource to stay top of mind as a value added point of contact.

Purdue Exponent-Independent Publishing

2016

Advertising Sales Representative (Employee of the Week; Month)

-Execute cold calls; weekly client visits; Servicing clients; learn to perfect probing questions ; design ads
-Create advertising plans for clients; overcome objections; incredible organization necessary.

-Consistently exceeded expectations on quotas for visiting clients, creating ads, amount of time in office, amount sold.

Buckalew Hospitality

2015

-Converse with guests and get them excited and comfortable. Represent Buckalew in a positive light to major clients.
-Team player in hosting parties of around 1000 attendees from major corporations; Escorted children age 12-15 to and from airport terminals helping them to feel comfortable.

Student Painters

Branch Manager

2014

-Managed a \$60,000 painting business allowing me to become a better leader as well as multitask many responsibilities.
-Hired and let go over 15 employees throughout the summer which taught me the art of interviewing.
-Personally sold, estimated and marketed for all bids improving my sales ability as well as marketing effectiveness.

Leadership Experience

President of Purdue Salsa Club

2016

-Purdue Salsa Club is one of the largest organizations on Purdue University campus with over 150 active members and over 7 officers.

-As president my responsibility was to lead our officers as well as to uphold our image and reputation. I was responsible for executing, organizing, leading and improving our organization as well as building and selling a vision.

Team Leader-Leadership Course CSR 309

Fall-2015

- I was voted out of several hundred students to lead 24 students, including creating a syllabus for 20% of their grade. This has helped to teach me how to motivate and inspire, speak in front of 300 people, build structure and morale as well as earn peers respect.