

Emily Ames

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Education

University of South Carolina

Bachelor of Science in Retailing, Minor in Business Administration

GPA: 3.66/4.0

Expected date of Graduation: May 2022

Work Experience

Whetstone, Perkins, and Fulda LLC

Runner

August 2021 - Present

Columbia, SC

- Aid attorneys and paralegals by managing client calls and daily workplace operations.

Gartner

Global Technology Sales Summer Intern

June 2021 – July 2021

Fort Meyers, FL

- Exceeded program metrics by booking 14 meetings for the Business Development team resulting in overall performance ranking of 10th out of 64 national interns.
- Researched prospects and current accounts to identify business priorities and challenges.
- Captured key takeaways during client calls with CXOs to craft follow up correspondence.
- Crafted touch-point campaigns to mid-sized enterprise leaders resulting in meetings to increase the sale team's book of business.

Athleta

Sales Associate

July 2020 – April 2021

Columbia, SC

- Influenced customers to enroll in brand credit card by aligning specific card benefits to tailored customers.
- Managed all customer interactions and potential issues with professionalism.
- Assisted costumers on the sales floor, fitting room, and cash wrap station.

East Cobb Sports Camp

Co-Founder

June 2015 – July 2019

Atlanta, GA

- Executed a business and marketing plan to launch a start-up company.
- Trained and hired staff who promoted an environment of healthy competition for children.
- Financed facility rent, equipment, and total revenue.

Collegiate Experience

Carolina Sales Institute

Public Relations Chair, May 2021 - present

August 2020 - Present

Columbia, SC

- Built and constructed a website displaying organization content and upcoming events.
- Design flyers, graphics, newsletters, and social media content for marketing efforts and corporate sponsors.

Sales Competition Competitor, August 2020 – present

- Attended The International Collegiate Sales Competition as a Junior Delegate and delivered an elevator pitch to an array of companies.
- Competed in a Staffing roleplay competition to uncover needs, overcome objectives, and close the deal.

Phi Mu Fraternity

Senior Experience Chairman, August 2021 - present

August 2018 – Present

Columbia, SC

- Coordinate with venue staff and catering vendors to hold mid-sized events.

Social Chairman, November 2019 – December 2020

- Negotiated and signed large contracts with venue managers, catering companies, and production teams.
- Directed a team of 12 members and managed a budget of \$90,000.
- Responded efficiently to navigate a large event cancellation involving \$30,000 in contracts during the COVID-19 pandemic.

Awards and Certifications

- President's List May 2021
- Social Listening Certification, *Keyhole* April 2021
- Certified Professional Sales Person, *NASP* October 2020
- Business Administration Super Badge, *Salesforce* May 2020
- Dean's List December 2019, December 2020