

Reed Vincent Mitteness

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Academic Achievements

Baylor University, Bachelor of Business Administration

May 2018

Major: Professional Selling

Cumulative GPA: 3.72; Dean's List Fall 2015, Spring 2016, Fall 2016, Spring 2017

Professional Experience

Client Relationship Representative Intern, IBM

June-August 2017

- Worked in the Hybrid Cloud solution unit, distribution (retail market). Worked closely with American Airlines and Walmart cloud teams. Created an external newsletter, prospected, generated over 100 contacts for two salespeople on my manager's team. Attended client meetings at AA, and participated in software planning sessions.
- Developed sales skills, increased knowledge of I.a.a.S, P.a.a.S, and S.a.a.S, expanded professional network.

Intern, Highland Baptist Church, Waco, TX

January 2016 – Present

- Responsibilities include planning events and services, building and maintaining relationships with students, running presentation during services, (Music, sound board, computer) and speaking on stage weekly.
- Developed technical skills from time spent preparing/running services, relationship building, planning within a budget, and public speaking skills.

Intern, Makarios International, Dominican Republic

June-August 2016

- 9-week long internship where I led and coordinated 6 different mission teams ranging in size from 18-36 people with members aged between 6-65 years old.
- Gained experience about how to be successful when working with all different types of people whether that be age, gender nationality, belief system, or race.
- Learned leadership skills from being in charge of such a large group, especially with members who are significantly older than myself.

Intern, Fellowship Round Rock, TX.

June-August 2015

- Similar role to Highland Baptist Church with very similar responsibilities.
- Gained experience building and maintaining relationships, public speaking, and event planning.

Sales Competitions & Social Organizations/Activities

- President of Baylor Professional Selling Club Spring 2017-Present
- Baylor Business Value Analysis (9th Place) March 2017
- University of Toledo Invitational Sales Competition (6th Place) February 2017
- Baylor Business Sell Off Competition (1st Place) January 2017
- ProSales Silent Auction Team Leader Fall 2016
- Member, Zeta Zigga Zamma (social/service organization) March 2016-Present
- Intramural sports (Flag Football & Softball) Fall 2014-Present