

# Abby Wichgers

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## Top 10 Skills

Outside business-to-business sales ~ Cold-calling ~ Self-starter ~ Writing ~ Time management ~ Team-building ~ Customer service ~ Relationship-building ~ Fundraising ~ Multitasking

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## Education

Wisconsin Lutheran College, December 2016, **Bachelor of Arts: Business Administration: Marketing**  
Fall 2016 Dean's List  
Personally financed 100% of education

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## Relevant Experience

**Sales Representative at American Marketing&Publishing LLC**, Greater Milwaukee, February 2017-present  
In charge of building my own book of business by generating my own leads and making 40 cold calls/day to business owners in every industry. Exceeded sales goal of \$15,000 in month 1 (March) with over \$21,000 in sales. Ranked #2 digital sales representative company-wide in month 1 for overall revenue generation. Proven track record of timeliness, motivation, work ethic, and communication.

- ❖ **Observation Day Team:** Promoted to take prospective sales representatives on observation ride days to demonstrate and represent the company's best practices in outside sales. Performed second or third round interviews on ride days and trained new employees in the field. Took a total of 5 prospective employees and/or trainees into the field in March and April.

**Management Trainee Intern at Enterprise RentACar**, Wauwatosa, WI, September 2016-December 2016  
Wrote rental contracts, sold insurance, created marketing presentations for largest accounts, made customer service calls, followed up with corporate and retail renters, completed weekly training and assignments in management.

- ❖ **Top salesperson in the state of Wisconsin** for December 2016. Doubled sales from September to December

**Volunteer Coordinator of Annual Special Olympics Event**, Muskego, WI, Spring 2012-Spring 2016  
Managed up to 150 people in coordinating Special Olympics event. Also coordinated fundraising for high school track team of 30+ athletes: 2013-2016 raised minimum of \$10,000/year

## Additional Work Experience

- Manager at San Laurio Coffeehouse, Muskego, WI, July 2014-February 2017
  - Barista at Wisconsin Lutheran College, Wauwatosa, WI, August 2012-May 2015
  - Sales Associate at The Limited, Brookfield, WI, November 2012-May 2013
  - Head hostess at Quaker Steak and Lube, New Berlin, WI, January 2011-August 2012
  - Full-time summer nanny, Muskego, WI, summer 2007-summer 2016
  - Bartender and waitress at Copper's Pub, Pewaukee, WI January 2015-September 2015
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## Volunteer/Leadership Experience

- ❑ Gathered up to 100 signatures for various door-to-door political campaigns
- ❑ Assistant high school coach in basketball (2012-2013), cross country and track (2012-2016)
- ❑ Softball player at Wisconsin Lutheran College from 2013-2015
- ❑ President of WLC Pro-Life Club during Fall 2016 semester