

MADISON BUTLER

(817) 480-6747 | Madi_butler1@baylor.edu

CAREER PROFILE

Analytical thinker with proven experience for exceeding expectations, working hard at every task, and completing assignment and tasks on time. Experienced working in group settings, as well as individual leadership roles, with ability to develop and deliver quality products. Strong communicator and planner with organized and rational decisions.

EDUCATION

Class of 2021

BAYLOR UNIVERSITY – Waco, Texas

Bachelor of Business Admin. – Double major in Professional Selling and Finance

Overall GPA: 3.95; BBA Core GPA: 3.97; Dean's list: 2017/2018/2019/2020

ACHIEVEMENTS:

Runner-up for the AT&T Innovation Marketing Plan Competition out of 40+ students

Best Individual Presenter (65 competitors) in Hankamer Business Ethics Case Competition

Top Female Competitor and 4th place (70 competitors) at the Great Northwoods Sales Competition

Placed 4th overall (78 competitors) in the Baylor BBVA Sales Competition

Baylor Business in Europe- multi-disciplinary study abroad program (Summer 2019)

Baylor University Student Athlete - Songleader

Songleader Captain, 2 seasons

Dance Team Union Competition **National Champions** 2019

Awarded All-American dancer status by National Dance Alliance for all aspects of spirit, leadership, showmanship, and technique out of 300 dancers

Awarded the **Leadership Award** by my teammates in 2020

WORK EXPERIENCE

05/20 – 07/20

Sales Development Representative, Jarchem Industries, Inc. – Newark, NJ

[VIRTUAL]

- Active prospecting and qualification of 400+ Investigate, Attain, and Recapture accounts
- Management of opportunity funnel within CRM software with over 608 follow-ups vs 172 avg.
- Identification of 400+ proper contacts across 90 + accounts
- Completed 1,191 vs 398 avg. daily action items

05/20 – 08/20

Field Sales Intern, 3M Company – Portland, OR

[CANCELLED DUE TO COVID-19]

- Medical Solutions Division within the Health Care Business Group

05/18 – 07/18

Camp Counselor, Kanakuk Kamps - Branson, Missouri

- Counseled, educated, and pursued relationships with 50, 7-year-old children
- Served 144 hours/ week on site, for 7 weeks at K-Kountry Kanakuk Kamps

01/16 – 01/18

Childcare Specialist, Temporary Sitters - Dallas, Texas

- Developed interpersonal skills and understanding of children's physical, social, and emotional needs

01/16 – 01/19

Customer Service Representative, Body Wrappers Dancewear - Dallas, Texas

- Marketed products by conversing with future clients about brand's personal value to dancers
- Developed product specific communication and networking skills with potential/ current customers

12/15 - 05/17

Business Development Representative, Jenny Sawyer Photography - Dallas, Texas

- Utilized social media platforms (Instagram, Twitter, and Snapchat) to increase online traffic, leads, and brand exposure
- Developed interpersonal skills by engaging with and contracting future clients

LEADERSHIP AND SERVICE

- Chair, Pi Beta Phi's 2018 All-University StompFest
- Chair, Pi Beta Phi's New Member Songs Educator
- Volunteer, G.W. Carver Middle School



LinkedIn Profile