

# AUSTIN KLAVSONS

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## EDUCATION:

**Miami University – Oxford, Ohio**

**BS; General Engineering**

**August 2017**

- Academic Merit Scholarship
- London Senior Design Project
- Economics Club – Farmer School of Business
- The Louis Stokes Alliance for Minority Participation
- Sigma Nu Fraternity – Social Chairman

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## EXPERIENCE:

**Gartner (NYSE: IT) – Chicago, IL**

**August 2017 - Present**

**Business Development Associate**

- Prospect and contact business leads and qualified companies to meet sales goals.
- Manage and respond to inbound requests from prospective or current members.
- Partner with Sales Executives and Account Managers to create customized plans for sales territories, support sales cycle success, and drive urgency.
  - Partnered to sell over 1.2M in 2017

**Barton Executive Search (BES) – Atlanta, GA**

**Summer 2016**

**Research Analyst**

- Execute client and industry research by identifying high-caliber talent via online resources such as LinkedIn and other publications.
- Responsible for maintaining database integrity through the use of technology, tools, and a defined methodology.
- Lead facets of different research projects to develop and deliver key strategic reports to client partners.
  - Recognized for outstanding performance

**CarCo Technologies – Chicago, IL**

**Summer 2015**

**Sales Representative**

- Prepare purchase orders by verifying specifications and price.
- Executing the wholesale of vehicles.
- Communicated effectively and efficiently via phone, email and in-person meetings.

**PepsiCo Inc. (NYSE: PEP) – East Hanover, NJ**

**Summer 2014**

**Retail Merchandiser**

- Managed a territory comprised of 14 stores from eight different grocery chains including Walmart, A&P, Target, and Shop Rite.
- Implemented different in-store marketing techniques.
- Strategically orchestrated customer flow, shelf placement, product grouping and geography of various Pepsi Products - shelf space and various Pepsi Products i.e. Pepsi, Mountain Dew, Aquafina, Sobe, and Gatorade.
  - Recognized for outstanding performance

**Coca Cola Company (NYSE: KO) – Park City, IL**

**Summer 2012**

**Retail Merchandiser**

- Accepted into the merchandiser program directly out of high school.
- Collaborated with lead merchandisers and upper-level management.
- Gained valuable understanding of distribution, logistics and general merchandising.