

Kooper Kearns

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Being a natural people person and an eager learner is what sets me apart from others. I have experience in everything from Grocery Stores and meat markets to selling a specialty product in a difficult environment. I hope to continue gaining knowledge and experience in any future opportunities I get.

Work Experience

Sales Representative

KTK CUSTOM APPAREL-Bainbridge, GA

May 2024 to Present

Here I am tasked with following up on a small existing customer base while going out and getting new business.

Regional Sales Manager

Graeme Industrial-Cairo, GA

April 2023 to April 2024

I handled regional sales which included Alabama, Georgia, and Florida. I was responsible for maintaining a small existing customer base while building new relationships and bringing in new customers through outside sales. I use my communication skills and marketing management to create and deliver effective presentations, proposals, and contracts. I also leverage my customer relationship management expertise to track and follow up on leads, opportunities, and referrals

General Warehouse Worker

Graeme Industrial-Cairo, GA

April 2023 to January 2024

While doing sales I lead the warehouse by my own from April of 23 to August of 23. I cleaned, gasketed ,dye tested , and shipped out plates.

Assisant General Manager

Dixie Dandy-Bainbridge, GA

August 2022 to April 2023

Here at Dixie Dandy, I was forklift Certified I managed the store in general and also worked the seafood case and the smoker. I got Western Union certified and learned valuable customer service information.

Education

Some College in Marketing and business management

Southern Regional Technical College - Remote

August 2022 to Present

High school diploma

Grace Christian Academy - Bainbridge, GA

August 2021 to May 2022

Skills

- Working with people with autism
- Cold Calling
- Marketing
- Communication skills
- Computer skills
- Accountability
- Sales Management
- Outside Sales
- Leadership
- Management
- Teamwork
- Customer service
- Customer relationship management
- Relationship building
- Organizational skills

Certifications and Licenses

Customer Service Training Certification from SRTC

April 2024 to Present

Completion of the Customer Service Training Course signifies the student's commitment to mastering the essential skills needed to excel in customer service. This course taught students how to provide excellent service, even in challenging situations, turning students into valuable business professionals. Throughout the course, students delved into the fundamentals of effective customer service, gaining insights into communication techniques, problem-solving strategies, and the importance of empathy in resolving customer issues. By completing this training, students have not only acquired the skills to handle customer interactions with confidence but have also demonstrated their dedication to delivering exceptional service, making them invaluable assets to their respective teams.

Soft Skills Training through SRTC

April 2024 to Present

Being successful in the workplace involves so much more than just being able to carry out specific job duties. Kooper has completed Soft Skills training and gained insights into improving communication, teamwork, problem-solving, and other skills so that they can be effective on the job.