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## **Joel S. Krawczyk**

2054 Orange Lane – De Pere, WI 54115

(920) 544-3670 – joel.krawczyk@snc.edu – www.linkedin.com/in/joelkrawczyk

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### **Objectives**

Desire a position as a salesman specializing in National Sales, utilizing in my strengths of communication, leadership, and my competitive personality to persuade customers to pick Milwaukee over other tool brands

### **Education**

SAINT NORBERT COLLEGE, De Pere, WI

**Bachelor Degree**, May 2018

Major: Business Administration Minor: Political Science GPA: 3.2/4.0

NOTRE DAME DE LA BAIE ACADEMY

Varsity Football Captain – 2013-2014

Varsity Track Captain – 2010-2014

### **Awards**

Dean's List

Varsity Football and Track Captain

### **Career Related Experience**

*Key Account Manager*, Bay Verte Machinery Inc., De Pere, WI, 2010-Present

- Planned and implemented plans to manage Key Accounts
- Maintained healthy relationships with customers through constant communication
- Adapted to competition and changed my tactics
- Learned about products and sales pitches

*Retail Manager*, Bay Verte Machinery Inc., De Pere, WI, 2014-Present

- Learned interpersonal skills through interacting with customers
- Maintained a schedule appointing work times and vacations
- Facilitated and organized a retail plan for the inside salesforce

### **Additional Work Experience**

*Volunteer*, De Pere Christian Outreach, De Pere, WI, October 2016

*Volunteer*, Goodwill, Green Bay, WI, September 2013

### **Leadership**

Varsity Football Captain, Notre Dame de la Baie Academy, October 2013

- Constantly maintained a positive environment and reinforced teamwork
- Promoted collaboration and team spirit through my positive attitude