

EMILY F. MERTENS

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Team leader eager to contribute academic background and professional experience in marketing and sales role.

PROFILE OF QUALIFICATIONS

- Strategically prioritize, coordinate, and manage multiple projects to maximize productivity and achieve critical performance goals in customer awareness, lead generation, bottom-line profits, and sales
- Dynamic communication and interpersonal relation skills with a continual commitment to cultivating strong client relations, motivating teams, and aligning all daily operations with long-term company objectives
- Technology savvy, with proficiency in Microsoft Office, Marketo, Microsoft Dynamics, CRM, Salesforce, ZoomInfo, and RainKing; rapidly learn new systems and software supporting employer operations
- Gained valuable International Business experience through Baylor University's study abroad program in Europe; Summer 2018

EDUCATION

Professional Selling, Baylor University; May 2020, 3.22

PROFESSIONAL EXPERIENCE

GLOBAL TECHNOLOGY SALES INTERN, GARTNER- FORT MYERS, FL SUMMER 2019

- Participated in Gartner's extensive training program, focused on sales, account management, and the technology industry including Security, Cloud, Big Data, and Enterprise Infrastructure solutions and offerings
- Observed the daily operations of Sales Managers and Account Executives through sales cycles for Mid-Size Enterprise corporations
- Thought critically to grow customer engagement through prospecting activities and identifying white-space in accounts
- Collaborated with other interns in teams to learn and present the Gartner value proposition, named a Top Presenter

MARKETING ASSISTANT, SIRIUS COMPUTER SOLUTIONS – SAN ANTONIO, TX SUMMER 2014 – 2017

- Collaborated with team members in developing and implementing engaging marketing campaigns and events aimed at maximizing customer awareness and sales for a \$3.5B technology integration company
- Observed the daily operations of the Networking Sales Specialist and Senior Client Executives during client meetings and the proposal process and assisted them with CRM entry and proposal management
- Worked to qualify and prospect over 300 accounts
- Skillfully created and executed compelling social media content on LinkedIn and Twitter platforms in accordance with company, CEO, and Director of Marketing standards
- Successfully oversaw the implementation of a digital campaign for a Fortune 500 technology partner
- Played a vital role in ensuring the seamless operations of all projects including their logistics, research, on-site support, promotional / marketing campaigns, and attendance initiatives

EXTRACURRICULAR ACTIVITIES

- **Member**, Zeta Tau Alpha; 2017 – Present
President; 2019 First Vice President; 2018 Panhellenic Expansion Committee; Chapter Representative 2017
- **1st Place Winner**, Baylor Business Outside Selling Competition; 2019
- **4th Place Winner**, Great Northwoods Sales Warm-Up Competition; 2018
- **Sales Manager**, Baylor Professional Sales Program Auction; 2017
- **Member**, Leadership Living & Learning Community; 2016 – 2017
- **Member**, Choctaw Nation of Oklahoma; 2010 – Present; Daughters of the Republic of Texas; 2014 – Present

COMMUNITY SERVICE

Volunteer: Harvey E. Najim Family Foundation, San Antonio Food Bank, Family Abuse Center, Breast Cancer Awareness & Education