

Kevin J. Cull

Normal, IL 61761 | kjcull@ilstu.edu | (309) 966-7111 | <https://www.linkedin.com/in/kjcull>

EDUCATION

Illinois State University – Normal, IL Expected Graduation: **May 2022**
B.S. Degree: **Marketing – Professional Sales** GPA: **3.6/4.0**

PROFESSIONAL EXPERIENCE

Young America Realty – Normal, IL May 2019 – Present

Licensed Leasing Agent

- Generating prospective leads through marketing strategies and networking throughout campus
- Providing #1 ranked customer service to over 5,000 current tenants and prospects
- Closed over \$1,428,605 in personal sales
- Establishing personal relationships with clients and gaining knowledge of over 140 unique properties
- Collaborated with student organizations offering discounts for Greek life and college athletes

Kevin's Lawn Care – Metamora, IL

Apr 2012 – Nov 2018

Managing Owner

- Managed all aspects of the business including marketing, pricing, equipment upkeep, and customer service
- Established a loyal client base by providing quality work and clear communication with clients
- Generated over \$5,000 each summer in profit, putting more back into the business each year

HK Logistics – Mossville, IL

Jul 2018 – Aug 2018

Materials Handler

- Volunteered for overtime and maintained a balanced schedule while working over 75 hours per week
- Strategized more efficient methods of packing large quantities of materials for shipment
- Identified the needs of a fortune 100 company to best fulfill their needs in a timely manner

Michael's Italian Feast – Germantown Hills, IL

Aug 2017 – Jul 2018

Customer Service Specialist

- Ensured customers' orders were ready prior to the projected time while still providing high quality food
- Received over 50 call in orders per night which led to stronger communication skills
- Adapted to each customer's individual needs while hosting or delivering to catered events and banquets

Wibben Detasseling Company – Mackinaw, IL

Jul 2014 – Jul 2017

Team Leader

- Oversaw over 100 employee's current performance and analyzed the potential of their work ethic
- Implemented and enforced safety standards which exceeded OSHA Standards to ensure a safe environment
- Restructured groups of employees to maximize efficiency and decrease wasted time during work hours

LEADERSHIP EXPERIENCE

National Fraternity Pi Kappa Phi – Normal IL

Feb 2019 – Present

Executive Council - Historian, Fundraising Chair, Campus Involvement Chair

Historian

- Keeping updated records of all current and alumni members and notifying nationals of changes
- Organizing alumni events and building relationships with older members to ensure they stay involved
- Connecting members with an alumni mentor to foster professional development in their individual fields

Campus Involvement Chair & Fundraising Chair

- Creating an action plan to place all active members in an organization or job on campus
- Practicing leadership with transparency to hold members accountable to each other
- Delegating tasks within my committee based on their individual strengths

Professional Business Fraternity Alpha Kappa Psi – Normal IL

Sep 2018 – Present

External Relations Committee

- Contacting corporate executives about coming in to speak and sponsorship opportunities
- Obtaining new knowledge through professional events and receiving guidance from members
- Developing soft skills through interactions with countless members and alumni

Sales Excellence Academy – Normal, IL

Feb 2019 – December 2019

Recruitment and Promotions

- Created a process that entices new members to join and see value in the organization
- Engaged in multiple sales related activities including roleplaying and mock sales pitches
- Practiced the sales process from start to finish to build confidence and gain experience

SKILLS

- **Creative:** Adobe Creative Cloud, Photoshop, Lightroom, Illustrator, Final Cut Pro

Licenses & Certifications

- Insurance Producer - Life and Health, Real Estate License, Intro to Programming Using HTML and CSS