



KATHRYN MOUCHETTE

BACHELOR OF MARKETING AND PROFESSIONAL SALES CONCENTRATION

ABOUT ME

A growing and developing professional with a strong desire for a stimulating opportunity to utilize my abilities in cultivating relationships and my unwavering dedication to customer satisfaction within the field of sales. Demonstrating exceptional personal motivation, effective communication, and a track record of achieving success by providing hardwork and determination throughout my career in the sales industry.

 615-519-9602
 kathrynmouchette@gmail.com

EDUCATION

Bachelor Degree in Marketing and a Concentration in Professional Sales

August 2020-May 2024

- Samford University
- Birmingham,AL

SKILLS:

- Proficient in Excel
- Strong Communication Skills
- Certified in HubSpot
- Google Analytics(GA4) Certified
- Completed Digital Engine Live Practicum
- Customer Relationship Management
- CRM

ACHIEVEMENTS:

Rookie of the Month for the TN Region

ADP
August 2024

Achieved my 6 Month Benchmark 5 weeks early

ADP
November 2024

Dean's List

Samford University
2020- 2024

Academic Scholarships

Samford University
2020 - 2024

WORK EXPERIENCE

ADP

Associate District Manager in Small Business Services Birmingham, Alabama
June 2024 - Present

- Managing a portfolio of small to medium-sized business accounts, driving growth and retention through personalized services and strategic consultations.
- Developing and maintained strong relationships with key decision-makers, serving as the primary point of contact for customer inquiries, support, and issue resolution.
- Achieving revenue growth targets by identifying new business opportunities and expanding service offerings to existing clients. Adding a minimum of 3 new clients a month to ADP.
- Collaborating with cross-functional teams (sales, operations, support) to address client needs and deliver customized solutions.

Bham Now

Account Executive Sales Intern Birmingham, Alabama
June 2023 - October 2023

- Participated in a comprehensive sales training program, gaining proficiency in digital media advertising and marketing services.
- Developed and maintained positive client relationships through effective communication and tailored solutions.
- Closed successful deals with local businesses, contributing to the growth of the company's client portfolio.
- Assisted in the planning and execution of digital marketing campaigns, witnessing tangible positive impacts on client businesses.

The Southern Source

Brand Manager Intern Birmingham, Alabama
January 2022- January 2023

- Assisted in running the Southern Source Pinterest and LTK Accounts.
- Created and Planned Content Calendars for Social Media accounts.
- Communicated and Negotiated between Brands for Southern Source Brand Deals.
- Created a Free Meal Guide for the Southern Source which produced 150 downloads in two weeks.

INVOLVEMENT:

American Marketing Association

Member Samford University
August 2022- May 2024

Samford Recruitment Team

Tour Guide Samford University
May 2021-May 2022

- Selected through a competitive application process.
- Conducted tours to prospective Samford students and families
- Assisted in Recruitment Preview Day events
- Served as a panelist for new student recruiting events