

Reginald Brown

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EDUCATION:

Illinois State University, Normal, IL
Bachelor of Science in Finance & Risk Management and Insurance

Graduation Date: May 2022
GPA: 3.19

EXPERIENCE:

PepsiCo, Sales Strategy Intern, Chicago, IL

Jun. 2021 - Aug. 2021

- Developed a customer exclusivity playbook with extensive guardrails and benchmarks
- Created a new Quaker product then presented it to the executive leadership of PepsiCo
- Scheduled 50+ connects with supply chain, commercial finance, and marketing teams to obtain info for playbook

Rainstorm Car Wash, Customer Service Rep, Bloomington, IL

Aug. 2019 - Dec. 2019

- Gave fast, friendly customer service, operated cash register, and processed payments
- Involved use of electronic scanners, cash registers, or related equipment
- Sold 347 Fast Passes which generated \$11,540 in sales revenues

Caliber Communications, Sales Intern, Oklahoma City, OK

May 2019 - Aug. 2019

- Achieved & exceeded assigned sales goals through performing a certain number of home visits a day
- Worked on assigned territory, often 150 houses/locations or more per day
- Demonstrated a sales pitch and demo of the product

Sears Hometown Stores, Sales Manager, Mattoon, IL

Mar. 2016 - Aug. 2018

- Achieved growth and hitting sales targets by successfully managing the sales team
- Designed and implementing a strategic sales plan that expands company's customer base
- Established and adjusted selling prices by monitoring costs, competition, and sales goals

LEADERSHIP EXPERIENCE:

Delta Sigma Pi Co-Ed Professional Business Fraternity, Active Member, Normal, IL

Nov. 2018 - Present

- Attended weekly chapter meetings and events to better myself professionally
- Managed an 8-week rigorous professional development process

VP of Alumni Relations

Nov. 2019 - May 2020

- Communicated the state of the chapter and made sure alumni remained "active"
- Planned an alumni panel and events to make sure active members are meeting alumni

Alpha Sigma Phi Social Fraternity, Active Member, Normal, IL

Feb. 2019 - Present

- Attending weekly chapter meetings and events to contribute to the fraternity
- Contributing to overall well-being to the state of the chapter

VP of Finance

Nov. 2019 - Nov. 2020

- Oversaw all finances: receivables, payables, forecasting and analysis
- Budgeted and controlled over \$300,000 each semester with 150 members

Professional Committee

Feb. 2019 - Present

- Bringing in classroom speakers, did resume/LinkedIn critiques and taught interview skills
- Mentoring members through professional development activities to form future leaders

Recruitment Committee

Feb. 2019 - Present

- Recruiting 100 plus potential members, resulting in a new member class of 30 men
- Directing and delegating 7 different events each semester to bring in the best quality of men

Illinois State University, Fee Board Member, Normal, IL

Oct. 2020 - Present

- Delegating \$1,000,000 of Illinois State's budget to various clubs based upon needs
- Determining if certain clubs registered vs sponsor if their line items needed more or less

Gamma Iota Sigma Insurance Fraternity, Active Member, Normal, IL

Jan. 2021 - Present

- Attending chapter meetings to be informed about upcoming panels and networking events
- Participating in events to get a better overall understanding of the insurance industry

Awards and Competitions:

- Dean's List
- In2risk CPCU Society
- NAAIA Case Study competition