

Alexis M. Delobelle

1010 Monaco Court, Indian Trail, NC, 28079 - Mobile: 571 379 9466 - adelobe@g.clemson.edu
www.alexisdlobelle.com

US and French Citizen

EDUCATION

CLEMSON UNIVERSITY

Clemson, SC

2020-2023

Aug - Dec 2022

- Bachelor of International Business and French
- University Paul Valéry - Study Abroad in Montpellier, France
- French Club, French Professional Society
- Diplôme de Français des Affaires, Paris Chamber of Commerce

ONLINE COURSES

In Progress

- Salesforce Marketer
- Udemy - Design Thinking in 3 Steps
- Udemy - How to Close More Sales

2022

2022

PROJECTS

- Co-created an anime shirt embroidery company
- Created a logo and ads for Strategic Admissions Advice
- Made the app CollegePals to help Clemson students find friends in time of Covid, which was aired on Charlotte's news

2021

2021

2020

PROFESSIONAL EXPERIENCE

TECHTRONIC INDUSTRIES

Aiken, SC

Single-store Sales and Marketing Representative on Team Home Depot

Since Jan 2024

- Ensure that stores are set to standard, large merchandising setups are executed, and positive relationships with customers and Home Depot key decision-makers are developed
- Helped train a new hire by giving an introduction to TTI objectives, understanding of sales numbers, and efficient communication techniques for the role

Multi-store Sales and Marketing Representative for Hart Power Tools

June 2023 - Jan 2024

- Managed relationships with eight stores, optimized inventory, and increased sales through consultative and value-selling
- Set up large-scale events to boost sales, achieving a 200% increase in sales per event compared to the year before
- Finished 2023 with the highest comp out of my team, having achieved a 9-point growth since I started

CASE IQ

Ottawa, Ontario

June - Aug 2022

- Worked as a sales and marketing intern
- Learned technical skills using Salesforce, Outreach, ZoomInfo, and LinkedIn Sales Nav
- Was in charge of validating prospects and managing the sales pipeline
- Created reports on Salesforce using BDR data to help the marketing team

SOUTHWESTERN ADVANTAGE

Baton Rouge, LA

May - Aug 2021

- Worked as an independent sales contractor of educational resources
- Learned character and leadership skills (schedule, positive attitude, and goal setting)
- Approached over 3,000 families
- Generated over 40,000 dollars of revenue for the company