



# Tony Bauer

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## EDUCATION

**Florida State University**, Tallahassee, FL

**Graduated Spring 2022**

***B.S. in Professional Sales, B.S. in Management Information Systems (MIS)***

- GPA of 3.8/4.00, Dean's List, President's List
- Knowledgeable in C++, SQL, Tableau

## PROFESSIONAL EXPERIENCE

**Service Sales Representative.**

**June 2022 – Present**

*Dell Technologies*, Round Rock, TX

- Managing a diverse portfolio of 100 products within security, modern workforce, data centers, and more to deliver pre-sales technical consulting and solution mapping for 4,000 mid-market accounts
- Deepening ability to work on cross functional teams by serving as a technical overlay for 7 sales teams
- Achieved 100-175% monthly revenue quota attainment across the last 4 quarters, ultimately driving \$35M across services & support
- Delivered 150% weekly cold outbound quota delivering 75-125 touches over phone and email

**Undergraduate Services Sales Intern**

**May 2021 – August 2021**

*Dell Technologies*, Round Rock, TX

- Collaborated with 12 teams of 4 interns to prepare weekly sales pitch solution presentations to sales managers
- Cold Called 20 customers a week to current customers to promote cross-selling opportunities
- Completed certifications for 50 products across the services portfolio

**Office Attendant / Tennis Professional**

**May 2016 – June 2019**

*Watercolor Tennis*, Santa Rosa Beach, FL

- Sole operator of daily operations of the junior tennis program of 50 kids between 5-15 years of age
- Conducted 5 weekly private lessons to identify improvement opportunities and tailor individual lesson for players

## VOLUNTEER EXPERIENCE

**Animal Shelter Volunteer**

**May 2020 - Present**

*Alaqua Animal Refuge*, Freeport, FL

- Providing care for over 150 dogs and shelter animals for 8 hours a week
- Orchestrating and promoting 2-3 monthly adoption events

## KEY SKILLS & RELEVANT COURSEWORK

### Interpersonal & Communication

- Relationship Building
- Persuasive Communication
- Adaptability & Teamwork
- Active listening
- Public Speaking
- Adaptability

### Professional & Technical

- Lead Generation
- Pipeline Management
- Cold Calling
- Client Needs Analysis
- Software Proficiency (Salesforce CRM, MS Office Suite, MS Power BI, and more)

### Relevant Coursework

- Advanced Sales Techniques
- Sales Management
- Marketing Research
- Financial Accounting and Reporting
- Financial Management of the Firm
- Financial and Managerial Accounting