

Alexis Spencer

Orlando, FL | (813) 404-9850 | al243166@ucf.edu | linkedin.com/in/alexisraespencer

EXECUTIVE SUMMARY

Motivated marketing and sales student with hands-on experience in marketing, content creation and B2B sales. Impeccable work ethic, adaptability, curiosity, and communication skills. Seeking to further my proficiency in the professional sales industry.

EDUCATION

University of Central Florida

Bachelor of Science in Business Administration, Marketing (Professional Selling Track)

Orlando, FL

Spring 2025

PROFESSIONAL EXPERIENCE

PulteGroup

Sales and Procurement Intern

Orlando, FL

May 2024 – Present

- Serve as first point-of-contact, help educate buyers, and master sales process from start to finish through role play
- Run metrics, learn customer capture rates, sales volume, managing a backlog, and holistic engagement strategies
- Input all plan budget information into the purchasing system and generate and distribute Schedule A contracts

ESA Solar

Commercial Sales Intern

Orlando, FL

July 2023 – December 2023

- Attended 10+ sales meetings and trainings, participated in learning development and sales strategy planning
- Identified and researched key industry verticals for new customers as well as collaborated with the sales development team on account planning and research
- Conducted outbound contact to key personnel through phone, email, and video

LEADERSHIP EXPERIENCE

Professional Selling Program

Member

Orlando, FL

August 2024 – Present

- Prestigious, specialized program with extensive role play exercises, networking events, sales competitions, and mentorship program with no more than 35 selected students who are exposed to the latest sales practices and techniques showing potential and promise in the lucrative field of sales

Delta Sigma Pi

President

Orlando, FL

April 2024 – Present

- Lead and delegate among 15 additional executive members to facilitate smooth daily operations and achieve improved opportunities for the entire chapter
- Facilitate and managed positive relationships between our chapter and UCF's College of Business Administration as well as the National Fraternity office

Delta Sigma Pi

Vice President of Professional Activities

Orlando, FL

November 2023 – April 2024

- Plan 20+ professional events and workshops with corporate companies, alumni, and faculty for the professional development of the brotherhood through phone, email, video
- Lead and delegate a committee of 25+ brothers to strive for creativity in adding new and exciting dimensions to the professional program.

Delta Sigma Pi

Vice President of Marketing

Orlando, FL

April 2023 – November 2023

- Oversaw all social and professional platforms for the fraternity including our Website, LinkedIn, and Instagram as well as created marketing related content including flyers and graphics

SKILLS

Skills: Microsoft Office (Word, PowerPoint, Excel, Outlook), Google Suite (Docs, Sheets, Slides), Canva

Certifications: Salesforce, ZoomInfo