SHANE STEPHENSON

DESIGNER, ARCHITECTURE STUDENT, & MARKETING PROFESSIONAL

Address
1449 Maple Hills Dr,
84010, Bountiful, UT
Contact
shanemstephenson@gmail.com
+208 994-1638

ABOUT ME

I am an architecture enthusiast with a professional marketing background and a unique combination of creative, interpersonal, and mathmatical skills. Upon graduation the prospect of designing and building custom residential structures excites me very much. I am currently looking for opportunities while in school that will provide me with experiences, relationships, and expertise to jump-start my career in the architecture market.

WORK EXPERIENCE

QUALTRICS | Provo, UT
Corporate Account Executive , *2012-2015*

-Advanced through a series of promotions, culminating in a client-facing sales position
-Mastered the Qualtrics Survey Platform product line
-Developed ongoing relationships and presented technology solutions daily to CEO's, VP's, and researchers from a variety of companies including TripAdvisor, WWE, and WebMD
-Designed and developed sample surveys and reports to be utilized by the sales force
-Travelled quarterly to New York and Boston to meet with clients and prospects, and support client roundtable events

College Works Painting | Sandy, UT
Branch Operator, *2010-2011*

-Interviewed 30 painters and effectively managed performance-based pay for nine employees
-Developed relationships while conducting painting estimates for residential homeowners
-Forecasted pre-profit analysis and maintained profit margins greater than 18% on all house-painting jobs
-100% client satisfaction

Church of Jesus Christ of Latter-day Saints | Vancouver, BC
Fulltime Volunteer, *2008-2010*

Teaching, presenting, training, community service

EDUCATION

UNIVERSITY OF UTAH
Salt Lake City, Utah
M.Arch - 2018
GPA 3.65
RELEVANT COURSES: *Intensive Materials, Intensive Construction, Graphic Communication*

BRIGHAM YOUNG UNIVERSITY
Provo, Utah
BS Management (Marketing Emphasis) - 2013
GPA 3.56
Academic Scholarship
RELEVANT COURSES: *Communication in Organizational Settings, Market Research, Consumer Behavior, Statistics, Speech, Computer Presentation Skills*

DESIGN SKILLS

Microsoft PowerPoint	●●●●●●●●●
Qualtrics Survey Engine	●●●●●●●●●
Microsoft Excel	●●●●●●○○○
Adobe Photoshop	●●●●●○○○○
Adobe Illustrator	●●●●●●●●○
Adobe InDesign	●●●●●●○○○
Autodesk Revit	●●●●●○○○○
SketchUp	●●●●●●●●○
Rhino	●●●●●○○○○

PERSONAL SKILLS

Presentation	●●●●●●●●●
Graphical Representation	●●●●●●●○○
Communication	●●●●●●●●○
Self Motivation	●●●●●●●●●
Data Analytics	●●●●●●●○○

CLUBS & ASSOCIATIONS

THE AMERICAN INSTITUTE OF ARCHITECTURE STUDENTS
Utah *2015-2016*

BYU STRATEGY CLUB
Utah *2013*

BYU FOOTLIGHTS |LIVE ACOUSTIC PERFORMANCE
Utah *2010-2013 - VICE PRESIDENT*

AWARDS

1ST PLACE | QUALTRICS SALES OLYMPICS
Provo, Utah *2015*
Month long sales competition tracking the volumes of prospecting attempts, meetings held, and revenue produced

1ST PLACE | BYU STRATEGY COMPETITION
Provo, Utah *2013*
2 week intensive competition involving the creation of a complete strategy plan to increase market penetration for a local start-up

STATE WRESTLING CHAMPION
Idaho *2007*

EAGLE SCOUT AWARD
Idaho *2006*

HOBBIES AND ACTIVITIES

- Mountain Biking
- Football
- Sketching
- Travelling
- Singing & Guitar
- Snowboarding