

Will Emhardt

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Education:

Experience Lab at Penn, College of Liberal and Professional Studies **Virtual**
Fellow, Sales & Business Development Track for Fall 2021

Purdue University, Krannert School of Management **West Lafayette, IN**
Bachelor of Science, Economics with Distinction **May 2021**
Minor in Management GPA: 3.7

- Study Abroad: ACCENT Florence Study Center in Florence, Italy **May 2019**
- Awards: Purdue Dean's List (Aug 2018 - Dec 2020)

Professional Experience:

E&A Companies **Indianapolis, IN**
Business Development Team Intern **June 2019-Aug 2019**

- Researched retail and food/beverage markets extensively through cold calls and in-person meetings to determine the potential growth of each company
- Pitched top companies to partners for E&A to add to their business portfolio
- Customized E&A Salesforce database to find companies in our niche

Park Tudor School **Indianapolis, IN**
Assistant Tennis Teaching Professional **June 2018-July 2021**

- Taught tennis at Park Tudor School to six to twelve year olds for two summers
- Instilled tennis etiquette, fundamentals of swings, athletic/sport ethics
- Expected to individually teach and be responsible for 10-15 kids/session

Leadership and Involvement:

Krannert Hub **West Lafayette, IN**
Founding Student Council Member/Treasurer **Oct 2018-Oct 2020**

- Promoted student involvement within Krannert School of Management
- Allocated \$2,500/semester of funds and controlled all financial transactions for the club
- Utilized Excel spreadsheets to keep detailed funds and records of club expenses
- Coordinated our message with Krannert administrators to ensure a proper representation of the school

USTA Adaptive Tennis **Indianapolis, IN**
Tennis Teacher **Aug 2014-Oct 2018**

- Played with and taught tennis to kids and adults who were diagnosed with down syndrome

Projects:

Smooth Grooves Project, Introduction to Organizational Computing at Purdue **Jan-Apr 2019**

- Devised a business plan for the smoothie company to maximize profit
- Identified strengths & weaknesses of certain products using Microsoft Excel tools
- Presented a couple of recommendations for improvement to our class at the end of the semester

Stay in West Lafayette Project, Krannert Hub Student Organization **Jan 2020**

- Collaborated with local businesses in the greater Lafayette area to host a recruiting event to motivate Purdue students to find work in Tippecanoe county