

JOSEPH A. WALKER

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AFOQT Pilot – 99	PCSM – 90	Age - 26	FAA 1st Class Medical - Completed (2018)
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OBJECTIVE: To serve as an officer and C-17 pilot with the 999th Airlift Squadron

FLIGHT EXPERIENCE (C-172)

Private Pilot Certificate

Total Time - 68.9

PIC - 29.2

XC - 15

EDUCATION

Bachelor of Science in Business Administration, Cum Laude Honors

Washington and Jefferson College

Majors: Finance and Supply Chain Management

Washington, PA

2011 - 2015

GPA: 3.3/4.0

WORK EXPERIENCE

District Project Sales Manager

ACME Distribution

Washington, PA

June 2019 - Present

- Lead a small team of five to ensure annual sales goals met at a district level for power distribution equipment
- Build and foster trust with over 30 clients to strengthen relationships and promote sales growth

Project Administrator

ACME Distribution

Washington, PA

June 2016 – June 2019

- Liaised with clients regularly to discuss current and upcoming project needs
- Led weekly sales team meeting to review the status of all on-going and upcoming projects
- Continuously maintained Excel database detailing records of job and bidding schedules for over 120 projects

Sales Development Trainee Program

ACME Distribution

Washington, PA

June 2015 – June 2016

- Completed ACME sales training program to advance customer service skills and maximize sales performance
- Overcame electrical knowledge learning curve quickly and efficiently to ensure accurate product recommendations
- Constructed electrical distribution bid packages ranging from \$2,000 to \$200,000

LEADERSHIP ACTIVITIES & ACHIEVEMENTS

Varsity Swimmer at Washington and Jefferson College

August 2011 - April 2015

- Elected co-captain junior and senior year by fellow teammates
- Sole recipient of the Tiger Claw Award for excelling in athletics, the classroom, and leadership (2014)
- Nominated Most Valuable Swimmer for the 2011-2012 season
- All-Conference Academic Team (2014) and Athletic Director's Honor Roll (2012-2015)

Student-Athlete Advisory Committee

March 2013 - April 2015

Selected Member

- Represented approximately 500 student-athletes at Washington and Jefferson College to address issues of concern, organize events, and open communication between varsity teams

Tiger Leadership Academy: WJC Athletics

September 2011 - April 2015

Active Member

- Learned leadership styles, application methods and discussed current challenges with a variety of school teams

CERTIFICATIONS

- Six Sigma Yellow Belt Certified

December 2014