

# Alexandra Abebe

[alexandra.abebe@temple.edu](mailto:alexandra.abebe@temple.edu)

Philadelphia |PA | 2025942625

## EDUCATION

TEMPLE UNIVERSITY— Fox School of Business, Philadelphia, PA

*Bachelor of Business Administration*

Graduation: May 2025

Major: Management Information Systems

Selected Courses: Web Service Programming, Managing Enterprise Cybersecurity

## EXPERIENCE

FOSTER FINE ART PORTRAITS, Wheeling, WV

June 2023 - Present

(Remote Work)

***Position Title: Sales Development Representative***

- Identify and target potential clients in a remote booking department for a photography studio using Active Campaign, contacting 500+ leads weekly
- Communicate with 100+ potential clients a week to generate qualified leads and secure appointments with decision-makers
- Maintain a 40% close rate over 7 weeks by organizing and qualifying leads
- Implement a structured follow-up process to nurture at least 10 leads a day
- Analyze sales performance data using Excel, creating reports to identify trends and areas for improvement

WENDY'S, Philadelphia,PA

October 2021 - August 2022

***Position Title: Crew Member***

- Provided customer service at an American fast-food chain by greeting 100+ customers daily with a friendly demeanor
- Collaborated with 5+ team members to ensure smooth and efficient operations during busy shifts
- Ensured accurate and timely delivery of customer orders by fulfilling 10+ orders an hour
- Managed cash registers by processing payments and providing accurate monetary exchanges

## ACTIVITIES

**Member,** Association for Information Systems

January 2024 - Present

## SKILLS

Software: Microsoft Word, Excel, PowerPoint, Active Campaign

Web Development: WordPress, Javascript, SQL, Amazon Web Services