

Dylan Williams

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EDUCATION

Purdue University-West Lafayette

BS in Hospitality and Tourism Management

Minor in Sociology

Dean's List Student

Mishawaka High School-Mishawaka, IN

Salutatorian

GPA: 3.8/4.00

Weighted GPA: 4.4

Graduation - May 2023

GPA: 3.82

2019/2020 School Year

Graduated - June 2019

EXPERIENCE

Cressy Commercial Real Estate

Summer/Winter Intern

Mishawaka, IN

June 2019 - Present

- Analyzed multiple sections of real estate industry: collaborated with sales department, brokers, and CEO directly
- Contributed to building and redevelopment of the Hotel Elkhart
- Acquired first-hand knowledge of Certificates of Insurance and Property Closings; interacted with companies on a daily basis

CUTCO

Sales Representative

Granger, IN

July 2018

- Developed public speaking skills and sales knowledge by pitching product to customers
- Accounted for an estimated \$11,000 in total sales in three weeks of working
- Optimized existing network to expand and devised new connections to target new customers

LEADERSHIP & INVOLVEMENT

HTM/CSR Career Day Board

Recruiter Relations Assistant Director

Purdue University, West Lafayette, IN

Spring 2021

- Locate new companies to attend next year's career fair
- Work with HTM Career Center to update current list of current industry recruiters
- Confirm company reservations for fair, shipping information and arrivals

Boiler Gold Rush

Team Leader

Purdue University, West Lafayette, IN

August 2020

- Developed strong relationships with fellow students and team leaders through activities promoting a safe environment
- Guided twenty Freshman students through an initiation and welcome week to Purdue University
- Introduced new students to culture exhibited on Purdue's campus

HTM Society

Member

Purdue University, West Lafayette, IN

September 2020

Design Thinking in Technology

Student

Purdue University, West Lafayette, IN

Fall 2019

- Collaborated with a group of four people in a design and innovation challenge
- Designed a device to combat distracted driving and won first place in design challenge

