

Hannah Carter

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EDUCATION

Clemson University | Clemson, South Carolina

August 2020 - May 2024

Bachelor of Arts in Language and International Business with a Minor in Spanish

Universidad Blas Pascal | Córdoba, Argentina

July 2023 - December 2023

Fall 2023 Semester Study Abroad Program

EXPERIENCE

Clemson Study Abroad | Córdoba, Argentina — *Marketing Intern*

November 2023 - December 2023

- Crafted a new marketing plan for content sharing and increased the accounts reached on Instagram by over 95% in 30 days
- Designed digital flyers for the program through proficient knowledge and use of Adobe InDesign software
- Redesigned website and Instagram pages and translated them from Spanish to English

ASETEC | Córdoba, Argentina — *Marketing Communications Intern*

August 2023 - December 2023

- 140 hour on-site internship with an association of technological entrepreneurs
- Designed new ideas for networking events which were afterwards implemented by ASETEC and directly contributed to a 10% increase in startups who joined
- Created an official English version of the company website which was uploaded to the company platform
- Gained cross-cultural communication skills by working in a business environment within the context of Argentine language and culture

Cutco Cutlery | McLean, Virginia — *Sales Representative*

May 2020 - December 2020

- Consistently met or exceeded the company's weekly sales goal of \$1,000

SKILLS

- Spanish fluency
- Cross-cultural communication
- Spanish-English translation
- Relationship selling
- Social media marketing
- Direct sales

ACTIVITIES & AWARDS

- Clemson University Dean's List
- Spanish Club
- International Conversation Pairs Program

LANGUAGES

- English
 - Native/bilingual proficiency
- Spanish
 - Professional Working Proficiency

- At least $\frac{2}{3}$ of the time was listed on the top performers list each sales week
- Was one of the only ten sales reps remaining in December after the initial sales class of over 100 in May
- Finished 2020 in the top 10% of the initial group of over 100 sales reps
- Recognized as a group performance leader on the sales team and received extra training in leadership and management basics
- Constructed several social media posts to assist in the recruitment process and successfully recruited over 20 new sales reps
- Learned rapport building, negotiating skills, and closing strategies and effectively implemented them to meet my goals