

ANDIE ECKHART

Orlando, FL • (352) 348-1906 • An358990@ucf.edu • [Www.linkedin.com/in/andie-eckhart](http://www.linkedin.com/in/andie-eckhart)

EXECUTIVE SUMMARY

Marketing major at the University of Central Florida with a passion for the dynamic world of sales. Experienced in prospecting, client relationship management, and consultative selling through internships and leadership roles. Eager to contribute to a high-performing sales team and grow within a competitive, fast-paced environment.

EDUCATION

University of Central Florida
Bachelor of Science in Marketing
GPA: 3.6

Orlando, FL
May 2026

PROFESSIONAL EXPERIENCE

Design Interactive

Business Development Intern

Orlando, FL
May 2025 - Present

- Cooperated closely with the Director of Business Development and Director of Capture/Proposals in performing a variety of tasks concerning company growth.
- Oversee business development process through focusing on federal contracting opportunities.
- Conducted market research to gather data on industry trends, market conditions, competitor activities, and potential business opportunities.

Fresh Prints

Campus Manager

Remote
July 2024 - April 2025

- Communicated expectations of pricing, deadlines, and garments at each stage of placing an order.
- Managed over 12 registered student organizations and Greek Organizations simultaneously.
- Optimized sales and marketing to land new accounts and maintain relationships with existing accounts through recommending designs and garments tailored to each client.

Aflac

Sales Intern

Orlando, FL
May 2024 - August 2024

- Set 3 to 5 appointments with business owners per week through prospecting or cold calling efforts.
- Generated new business opportunities through social media, personal networking and referrals.
- Set up meetings and met with clients to recommend a personalized insurance policy based off of business needs and gaps.

HONORS AND AWARDS

- Dean's List Fall 2023 - Spring 2025.
- President's List Spring 2023.
- Bright Futures Florida Academic Scholar.

LEADERSHIP AND ORGANIZATIONS

UCF Professional Selling Program

Member

April 2025 - Present

- Selected for an exclusive program ranking among top 120 undergraduate sales tracks nationwide.

ADDITIONAL INFORMATION

Computer Skills: Microsoft Word, PowerPoint, Excel, Wix.

Certifications: Life and Health Insurance License, Microsoft Excel, LinkedIn Learning.