

# Aakarsh Brett Muthe

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## EXECUTIVE SUMMARY

*Sales professional driven by a passion for delivering innovative solutions that improve lives and create lasting impact. Expert in building meaningful client relationships by deeply understanding their needs and crafting tailored strategies. Excels in fast-paced environments, combining strategic insight, adaptability, and a focus on results. Proven ability to navigate complex challenges, drive business growth, and foster societal advancements. Dedicated to contributing to organizational success through a customer-centric approach that emphasizes positive change and long-term value.*

## EDUCATION

### University of Central Florida

**Expected Graduation Date:** December 2024

*Bachelor of Science in Business Administration (Finance and Management)*

**Major GPA:** 3.8

### *Professional Selling Program*

- A prestigious, specialized, competitive program that accepts no more than 35 exceptional students each year
- One of only about 120 specialized sales undergraduate programs in the nation
- Students partake in rigorous sales training and preparation with core curriculum; *Professional Selling, Sales Force Management, Advanced Professional Selling and Strategic Issues in Sales*

## WORK EXPERIENCE

### *VIP Hard Seltzer - Director of Sales and Business Development*

**Nov 2022 – Present**

- Successfully recruited, managed, and trained developed a high-performing sales team that consistently met or exceeded sales targets, resulting in 3x revenue and profitability for the company
- Expanded business in new territory to over 50+ bars, clubs, liquor stores, and restaurants
- Created and delivered comprehensive training programs that covered product knowledge, sales techniques, and customer service skills, using a combination of classroom instruction, role-playing exercises, and live coaching

### *LSQ Funding – Portfolio Manager*

**May 2024 – Aug 2024**

- Developed strong relationships with 20+ clients, uncovering critical business challenges such as production delays and seasonal sales dips to tailor impactful financial solutions
- Designed and implemented customized pay structures, boosting portfolio profitability by 18%, while meeting both client needs and LSQ's strategic goals
- Increased operational efficiency by 30% through the creation of Tableau dashboards, streamlining data analysis and enhancing client reporting

### *Kinect Capital – Investment Liaison*

**May 2023 – May 2024**

- Secured meetings with 35+ C-suite executives through persuasive communication and relationship-building, positioning Kinect Capital as a strategic partner.
- Led discovery sessions to uncover critical business needs and pain points, using targeted questioning to identify tailored investment opportunities.
- Delivered high-impact investment pitches that aligned company solutions with executive priorities, driving successful funding decisions and portfolio growth

### *Aloha Jax – Sales Representative*

**May 2021 – Aug 2021**

- Consistently exceeded sales quotas by achieving an average of 2 RGUs per day, surpassing the weekly target of 5 RGUs and earning multiple promotions
- Boosted client retention by delivering customized solutions that addressed specific business needs, fostering long-term partnerships.
- Mentored new sales team members, streamlining onboarding and training processes, which enhanced overall team productivity and contributed to sustained sales growth.

LEADERSHIP EXPERIENCE & ACTIVITIES

<b>Selling with the Bulls</b>	<b>Tampa, FL</b>
<i>Sales Competition</i>	<i>2024</i>
<ul style="list-style-type: none"><li>• Competed in all three rounds—initial phone call, discovery meeting, and final closing—of one of the largest collegiate sales competitions, featuring over 100 participants from 21 colleges across 15 states</li><li>• UCF secured 1st place in phone call, LinkedIn message, and voicemail categories, showcasing exceptional sales techniques and communication skills.</li></ul>	
<b>Alpha Epsilon Pi Fraternity</b>	<b>Orlando, FL</b>
<i>LT Treasurer</i>	<i>2022-2023</i>
<ul style="list-style-type: none"><li>• Created and maintained a budget of over \$150,000 for operational expenses, including budgeting and managing funds, to ensure that all events were financially successful and aligned with the fraternity's values and mission</li><li>• Demonstrated strong organizational and analytical skills, managing multiple projects and deadlines while maintaining accuracy and attention to detail in financial record-keeping and reporting for 105 members</li></ul>	
<b>University of Central Florida</b>	<b>Orlando, FL</b>
<i>Lacrosse Captain</i>	<i>2021-2022</i>
<ul style="list-style-type: none"><li>• Communicated effectively with coaches and teammates, providing constructive feedback, and working collaboratively to improve overall performance and achieve individual and team goals</li><li>• Demonstrated strong leadership and problem-solving skills, effectively managing conflicts, and collaborating with team members to overcome obstacles and achieve common objectives</li></ul>	

SKILLS & INTERESTS

Microsoft Suite, Tableau, Bloomberg, Sales Force, AI, Adobe Premiere & Photoshop, Personal Improvement, Sports