

# KEDRICK GREGORY

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Edmond, OK

## OKLAHOMA CHRISTIAN UNIVERSITY

### **BACHELORS IN ACCOUNTING**

*August 2021 – April 2025*

### **MASTERS IN ACCOUNTANCY**

*January 2024 – April 2025*

*Current GPA: 3.72*

## PROFESSIONAL CAREER

### **Commission Sales Associate**

#### **CARMAX | FEBRUARY 2021 – PRESENT**

EDMOND, OK

- Maintains outstanding verbal communication through daily customer consultations, providing an iconic customer experience.
- Provides individual financial analysis to accurately advise customers on how to submit credit applications, increasing sales.
- Creates and adjusts financial documents to tend to customer's needs, providing a personalized experience.

### **Inventory Specialist**

#### **MIDWEST STORM SHELTERS | AUG 2020 – DEC 2020**

JOPLIN, MO

- Worked directly with the owner in creating and maintaining company website with accurate and timely information.
- Compared listed product pricing to other local businesses to reduce cost and remain competitive.

## ACHIEVEMENTS & AWARDS

### **CARMAX**

- Ranks first in the nation among sales associates for outstanding customer service, as represented by customer surveys.
- 500+ vehicles sold in the duration of employment.
- President's Club member since June 2021 (top 20% of sales associates qualify).
- Top 4 among all full-time/part-time associates for total annual sales impact at home store
- Continuously ranked in the top percentage of extended service plans sold.
- Annual sales completion rate of 79%, exceeding company standard of 40%.

### **OKLAHOMA CHRISTIAN UNIVERSITY**

- Dean's List: Fall 2021
- Honor Roll: Spring 2022, Fall 2022, Spring 2023
- Cast in annual Cabaret performance Spring 2022 and 2023 (included solo performances)
- Cast in Homecoming Musical Fall 2021 and 2022
- Performed with both chamber choir and chorale choir all years attending.

## COMPETENCIES

- Microsoft Office: Excel, Outlook, Word, PowerPoint
- Google: Docs, Mail, Sheets, Drive
- Financial Analysis
- Salesforce