

# KAITLIN THOLL

<b>EDUCATION</b>	<b>UNIVERSITY OF MICHIGAN</b> Stephen M. Ross School of Business Bachelor of Business Administration, May 2024 <ul style="list-style-type: none"><li>• Concentrating in Strategy and Business Law</li><li>• Minor in Entrepreneurship</li><li>• GPA: 3.2/4.0</li><li>• Recipient of the Ann Holmes and Sue Wickett Endowed Scholarship</li></ul> <b>Varsity Softball Team</b> May 2024 <ul style="list-style-type: none"><li>• Voted Team Captain by teammates for 2023-24 season</li><li>• Manage rigorous academic and athletic schedules, training 20+ hours a week, and traveling</li><li>• Organize and plan team activities including community engagement to build team morale and improve team dynamics</li><li>• Effectively communicate in-game strategy to teammates to maximize optimal results as catcher and first base roles</li></ul>	<b>Ann Arbor, MI</b>
<b>EXPERIENCE</b> <b>2023</b>	<b>GARTNER, INC.</b> Account Management Intern <ul style="list-style-type: none"><li>• Researched and synthesized data to develop strategic proposals for supervisor to use during client pitch meetings</li><li>• Capitalized on various professional development opportunities including workshops and seminars to expand knowledge within the technology industry</li><li>• Developed strategic recommendations on ways to enhance the Gartner presence within the Ohio region, in collaboration with a team of 6</li></ul>	<b>Fort Myers, FL</b>
<b>2021-Present</b>	<b>STUDENT-ATHLETE ADVISORY COMMITTEE</b> Vice President <ul style="list-style-type: none"><li>• Collaborate with 27 other teams to discuss athletics within the University, Big Ten Conference, and the NCAA</li><li>• Member of the NCAA Legislation Subcommittee, discuss and debate different laws and policies within the NCAA rules and by-laws</li><li>• Spearheaded first-ever ESPY-style award show for 700+ Michigan student-athletes to highlight academic, athletic, and community achievements</li><li>• Researched potential opportunities for student-athletes to get involved with the surrounding community, resulting in 200+ volunteers at weekly events</li><li>• Selected as 1 of 9 representatives to participate in the interview process of Athletics Head Physician</li></ul>	<b>Ann Arbor, MI</b>
<b>2023-Present</b>	<b>MILK MEANS MORE - UDIM</b> Marketing Influencer <ul style="list-style-type: none"><li>• Promote Milk Means More brand through my Name, Image, and Likeness (NIL)</li><li>• Educate and inspire others to drink/eat dairy products because of nutritional value</li><li>• Visit dairy farms to learn and expand knowledge on the work of Michigan's farmers</li><li>• Attend photo/video shoots to create content for the company</li></ul>	<b>Okemos, MI</b>
<b>2021-Present</b>	<b>THE MDEN ON CAMPUS</b> Sales Associate <ul style="list-style-type: none"><li>• Interact with a team of 6 employees, organizing incoming daily shipments to establish company efficiency and maximize profits</li><li>• Connect with 200+ customers upon arrival to ensure customer satisfaction</li><li>• Build strong rapport with customers and work to achieve goal of 3% increase in sales</li></ul>	<b>Ann Arbor, MI</b>
<b>2022-Present</b>	<b>ADVISORY BOARD FOR INTERCOLLEGIATE ATHLETICS</b> Committee Member <ul style="list-style-type: none"><li>• Selected as 1 of 2 student-athletes to advise athletic leadership on the morale and welfare of student-athletes</li><li>• Serve as advisory to the Provost on all matters pertaining to the academic performance of student-athletes</li></ul>	<b>Ann Arbor, MI</b>

- 2022-2023**      **BLUE BY NINETY**      **Ann Arbor, MI**  
**Marketing Intern**  
• Promoted athlete merchandise to maximize sales and athlete engagement  
• Created flyers and graphics via Canva to share across social media platforms
- 2022**      **ELI LILLY & COMPANY**      **Indianapolis, IN**  
**Micro Project Intern**  
• Collaborated with 6 Michigan student-athletes and Eli Lilly Associates to help with company awareness and publicity in an efficient and timely manner  
• Solved the recruiting and retention issue within the company, Eli Lilly has now revised their recruiting and retention strategy with Early Career Professionals
- 2021**      **TOTAL SPORTS COMPLEX**      **Wixom, MI**  
**Coach**  
• Demonstrated different techniques and skills within the game of softball  
• Interacted and taught 40 young girls the game of softball  
• Coordinated with coaches and organized informational camps to girls ages 8-14 years
- ADDITIONAL**
- First Generation College Student
  - Attended the University of Michigan's Miller Family Career Venture to network with Minneapolis based companies
  - Volunteered at Michigan Softball Academy, raising awareness for breast cancer research
  - Selected by the University of Michigan to attend the 2023 NIL Summit in Atlanta
  - Helped run a softball camp for my local high school in the Chicagoland Area