Savannah Woods

BUSINESS ADMINISTRATION STUDENT

Savannahwoodss57@gmail.com (561) 339-9225 Jupiter, FL

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WORK EXPERIENCE

ABB ELECTRIFICATION - FL SALES INTERN

May 2024 - December 2024 **Remote**

- Supported sales strategy across a Florida territory, identifying and converting new business opportunities
- Managed full sales cycle in Salesforce (SFDC), including opportunity tracking, RFQs, and order management
- Served as primary point of contact for customer inquiries, strengthening long-term client relationships
- Collaborated cross-functionally with sales, operations, and engineering teams to align solutions with revenue goals

ABB ELECTRIFICATION - MFP SALES INTERN

May 2025 - Current **Remote**

- Managed end-to-end sales cycles for high-value projects, ensuring alignment with client and profitability goals
- Conducted market and pricing analysis to identify revenue opportunities and competitive gaps
- Developed standardized proposal templates, improving efficiency and reducing turnaround time
- Mentored and onboarded new interns, increasing team productivity and consistency

GAINSVILLE JRS VOLLEYBALL COACH

March, 2024 - Current **Gainesville, FL**

- Led and developed youth athletes through structured coaching focused on skill development and teamwork
- Designed and implemented training programs to improve performance and game execution
- Fostered a positive, high-performance culture centered on leadership and accountability
- Provided individualized feedback to drive measurable player growth and confidence

EDUCATION

UNIVERSITY OF FLORIDA

Warrington College of Business-

Bachelor of Arts in Business Administration

Aug 2023 – May 2026 • Gainesville, FL

GPA: 3.6

Bright Futures Scholarship Recipient

SKILLS

- Sales Strategy
- Market Analysis
- Salesforce (SFDC)
- Client Relations
- Proposal Development
- Microsoft Office Suite
- Data Analysis
- Communication

ACTIVITIES

- Alpha Phi Fraternity, Member
- Red Dress Gala Committee, Alpha Phi Fraternity
- Dance Marathon, Recruitment Team