

# Joseph McGhee

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## EDUCATION

**Bachelor of Science in Commerce and Business Administration**, August 2026

**The University of Alabama**, Culverhouse College of Business; General Business Major;  
Finance Minor

## EMPLOYMENT EXPERIENCE

**Postino Buckhead: Server**, June 2026 - Present, Atlanta, GA

- Maintaining a high level of customer service
- Communicating effectively with customers and team members
- Helping lead a team of servers

**High Inspectations: Sales Team**, April 2025 - September 2025, Florida

- Managing CRM Pipeline information
- Effectively using Excel to show leads information
- Cold call potential leads
- Attend sales meetings and reach out to future clients

**Soliant: Account Executive Intern**, May 2024 - August 2024, Atlanta, GA

- Assisted senior account executives in managing and growing educational staffing accounts, driving a 15% increase in client satisfaction
- Utilized CRM tools to track client interactions, optimizing the sales pipeline and maintaining accurate records of 50+ client activities per week
- Coordinated with cross-functional teams to execute targeted marketing campaigns, resulting in a 10% increase in client engagement
- Actively participated in client meetings and calls, taking comprehensive notes and ensuring follow-up on key deliverables
- Assisted in negotiating contracts with educational institutions, ensuring alignment with company and client expectations
- Providing excellent customer service by addressing client inquiries and resolving issues in a timely manner

**The Bear Trap, Line Cook**, October 2023 - May 2024, Tuscaloosa, AL

- Developed strong time-management skills by balancing a full-time job with academic responsibilities
- Maintained consistent high standards of food quality and service during busy shifts, contributing to an overall increase in customer satisfaction

**Vector Marketing: Sales Representative**, May 2023 - August 2024, Atlanta, GA

- Developed strong communication skills by delivering 25+ sales presentations per week to potential customers both in person and online
- Achieved the highest weekly sales total in the summer of 2023
- Gained proficiency in prospecting order fulfillment, and scheduling 20+ product demonstrations weekly, increasing conversions and customer referrals

**McGhee Washing: Pressure Washing Business, May 2020 - August 2022, Atlanta, GA**

- Conducted door-to-door demonstrations, increasing service awareness by 20% through direct client engagement
- Enhanced communication skills through consistent follow-ups and phone consultations, converting cold leads into paying clients

**Chipotle: Crew Member, September 2021 - August 2023, Chamblee, GA**

- Customer service experience when serving on the line or cashier
- Calculating daily revenue and profit at the end of each closing shift
- Created and organized week-long schedules for an entire location on opening shifts and stocking/inventory spreadsheets
- Trained new employees at newly opened locations

**Publix: Customer Service, August 2019 - September 2021, Brookhaven, GA**

- Delivered exceptional customer service in a high-volume retail environment earning consistent 5-star customer feedback
- Worked in inventory management, ensuring stock levels were consistently met and shelf organization was optimized

**HONORS & ACTIVITIES**

- **Eagle Scout**, 2018; Awarded **6 Eagle Palms** (2018 and 2021)
- **Phi Sigma Kappa Fraternity Member**, 2022-2025; **Risk Management Executive** (2024-2025)
- **Honor Roll**, High School (2019, 2021) & **Dean's List**, College (2022 and 2026)
- **St. Pius x Wrestling** Varsity Member (2020-2022); Math and Car Club member (2018-2022)