

ROBERT DRAPER FAULKNER

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PROFESSIONAL SUMMARY

Motivated and competitive Virginia Commonwealth University graduate. With a strong interest in sales and client-facing roles, I am seeking an opportunity that allows me to leverage my exceptional interpersonal skills, persuasive communication style, and outgoing personality in a dynamic and results-driven environment.

WORK EXPERIENCE

The Boathouse at Rocketts Landing

Nov 2023 - Present

Server & Certified Trainer

- Deliver personalized service to diverse customer groups, ensuring satisfaction and fostering repeat business.
- Mentored new hires through hands-on training and shadowing to accelerate skill development and team integration.
- Recognized by leadership for consistently demonstrating a positive attitude, contributing to a high morale team environment.

Grove United/Grove Soccer Academy

Nov 2024 - Dec 2025

Writing & Marketing Intern

- Develop and author engaging articles for the Grove United website, providing timely updates and insights to keep fans informed and connected to the club.
- Play a key creative role within the marketing team, contributing innovative strategies to boost fan excitement and increase the club's visibility.
- Organize, coordinate, and oversee on-site events to ensure seamless execution and attendee engagement.

Landlock Pest Control

May 2025 - June 2025

Outside Sales Internship

- Conducted over 750 residential outreach visits, successfully converting prospects into new clients through persuasive communication and product knowledge.
- Maintained professionalism and composure while navigating challenging interactions and objections in face-to-face sales environments.
- Assessed residential areas and identified context clues to tailor sales approach and maximize engagement.

Miller's Seafood & Steakhouse

May 2023 - Jul 2023
Mar 2022 - Aug 2022

Server & Trainer

- Delivered exceptional customer service in a fast-paced, high-volume environment, resulting in numerous positive reviews and a strong base of repeat clientele.
- Recognized by ownership and management for contributing to increased morning business and overall customer satisfaction.
- Mentored and trained new team members, fostering a consistent service culture and supporting team performance.

EDUCATION

Virginia Commonwealth University | Bachelor of Science in Mass Communications with a Concentration in Media Production and a Minor in Marketing Insights

Aug 2022 - Dec 2025

Academic Accolades

- GPA: 3.8
- Dean's List Fall 2022, Spring 2023, Spring 2024, Spring 2025
- Member of The National Society of Collegiate Scholars

Notable Coursework

MKTG 335 - Selling I: The Art of Persuasion

Conducted a sales roleplay discovery call with a professional sales representative from Curbell Plastics, simulating real-world B2B sales interactions and needs-based selling techniques.

MGMT 321 - Survey of Entrepreneurship

Led a team of seven in developing and pitching a fictional product to professional entrepreneurs, tasked with coordinating team efforts and ensuring effective collaboration to deliver a compelling and engaging presentation.

CORE COMPETENCIES

Hard Skills: Sales prospecting and product knowledge, Google Workspace, Microsoft Office, and Zoom proficiency

Soft Skills: Excellent client-facing communication, relationship building, leadership, persuasion and influence, resilience, and persistence