

# PHILIP CHARLES HODGES

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## EDUCATION:

Kansas State University (Manhattan, KS) | Expected Graduation: 2023

Bachelor of Science in Agriculture | GPA: 3.8

Major in Agricultural Economics, Agricultural Sales Speciality

## WORK EXPERIENCE:

Sales & Marketing Intern, PrairieFood, Lawrence, KS (August 2021-Present)

- ❖ Providing support of company marketing and sales efforts, including facilitating orders for new customers
- ❖ Researching prospective customers in the Great Plains and developing a strategic sales plan
- ❖ Representing PrairieFood at agriculture conferences, seminars, and trade shows across Kansas

Summer Intern, FoodEnTwin, Belgrade, Serbia (Summer 2021)

- ❖ Awarded Chapman Scholarship to intern abroad in an EU-sponsored agricultural research lab in Serbia
- ❖ Assisted in lab work related to microplastic contamination in food samples
- ❖ Attended food science conferences in Belgrade

Natural Systems Agriculture Intern, The Land Institute, Salina, KS (Summer 2018 & Summer 2020)

- ❖ Summarized and organized scientific literature to be used by TLI founder Wes Jackson in writing book about sustainable agriculture
- ❖ Assisted lead scientists in collecting data both in the lab and in research plots (phenotypic data, yield, response to disease inoculation, carbon sequestration)
- ❖ Performed field work in research plots (hoeing, applying insecticides and herbicides, harvesting wheat, Kernza, sorghum, silphium integrifolium, and several varieties of legumes)

Head of Business Development & Sales, Kobeyo (November 2018 - February 2020)

- ❖ Paused my undergraduate studies to join an early stage technology startup based in Denver, CO
- ❖ Worked with team of developers in Uruguay to design a hiring platform connecting job seekers and employers in the service industry
- ❖ Executed a tactical sales strategy via door to door sales, cold calling, and attending conferences
- ❖ Successfully pitched & onboarded more than 100 customers from small "mom-and-pop" establishments to national restaurant chains
- ❖ Designed and managed digital marketing campaigns

Member, Business Advisory Committee, Colorado Dept. of Corrections (June 2019 - March 2020)

- ❖ Represented KOBEO at monthly meetings at the Denver Women's Prison in Denver, CO
- ❖ Worked with business leaders, nonprofits, and DOC employees to improve prison re-education programs with the goal of reducing recidivism
- ❖ Designed plan for integrating Kobeyo's software into the Colorado DOC to help returning citizens find employment upon release

## HONORS & INVOLVEMENT:

Kansas State University

-Chapman Scholar (2021/2022)

-Food Security Scholar (2021/2022)

-Outstanding First Year Performance Award Winner, Gamma Sigma Delta Honor Society of Agriculture (2020)

-President & Captain, Kansas State Men's Lacrosse Team (2022)

-Participant, Startup with Purpose Entrepreneurship Bootcamp - Amman, Jordan (2018)

*(References available upon request)*