

Damorion D. Page

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<https://www.linkedin.com/in/damorionpage>

EDUCATION

Indiana University, Bloomington, IN

Major: BSPA Management

O'Neill School of Public and Environmental Affairs

Minor: Financial Literacy

Kelley School of Business

Academic Honors & Awards: Awarded a Silver Certificate by the Groups Scholars Organization for the achievement of a 3.9/4.0 ~

2019 Awarded Certificate of Excellence by The City of Anderson, Indiana Mayor's Office for academic achievement ~ 2019

Member of Kappa Alpha Psi Fraternity, Inc

Relevant Coursework: Private/Public Sector Management, The Computer in Business, Excel Data Analytics, International Business, HR Management, Law & Public Policy, Human Resources Management, Foundations of Accounting, Kelley Compass I

SKILLS

Customer Service | Data Analysis | Communications | Budgeting | Public Relations | Graphics & Design | Information Technology

PROFESSIONAL EXPERIENCE

Norfolk Southern Railroad

Atlanta, GA *Market Analyst*

June 20th, 2023- Present

- *Strategized rates and incremental rate increases for various assigned books of business. Analyzed marketing data* within spreadsheets to identify market equilibrium within the railroad's segment of the clients operation.
- *Managed and facilitated overall sales (B2B) , proposed and closed multi-year deals with clients via Microsoft teams.*
- Identified new opportunities for NS to expand and *capture new sales via fixed asset investments.*
- Traveled and dined with clients, combining attributes of both sales and marketing to simultaneously satisfy, retain, and deliver favorable quotes to traders
- Studied the railroad business from the ground up (6 month training program) to deliver the most comprehensive industry knowledge for clients to better understand our service product.
- Book of business consisted of a large number of clients across a network of 22 states contributing over 12 Million dollars to NS revenue YTD.

Innovatemap

Indianapolis, IN *Marketing Intern*

Summer 2022

- *Developed the firm's first international marketing campaign.* Target market included product managers and owners, alongside Venture Capital, and Private Equity fund managers.
- *Analyzed marketing data* from LinkedIn, Twitter, and social media platforms to aid in tech community engagement in an effort to help boost potential sales.
- Coordinated and programmed social networking events within the local target market community to help develop leads for potential sign ons.

Enterprise Holdings

Bloomington, IN *Service Agent*

Summer - Fall 2021

- Hosted and maintained automobiles within Enterprise's Southern Indiana District in conjunction with the home branch in Bloomington, Indiana.
- Negotiated and coordinated proficiency plans with multiple local accounts of the Bloomington branch, as well as others locations in the district; i.e. Midas, Toyota, Chrysler, etc

TechPoint

Indianapolis, IN *Business Analyst Intern*

Summer 2020

- Developed new business and operating logistics for IndyGo (Bus system of Indianapolis), as well as other public transit systems in the metropolitan area *maximizing efficiency during the COVID-19 pandemic.*
- Formed goals and consolidated ideas with executive officers from Salesforce and software engineers.
- Discussed and reviewed implementations with Indiana Governor Holcomb

Continued

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COLLEGE ACTIVITIES & LEADERSHIP

Black Collegians, Inc.

Indiana University *Vice President* **2020-2021**

- Organized and marketed purposeful campus events through various social media platforms.
- Drafted digital flyers and graphics for campus newsletters within the IU faculty network.
- Analyzed financial budgets for miscellaneous projected events and services, while maintaining the organization's accounts payable.
- Hired and supervised campus construction crews as well as volunteers for miscellaneous community service projects.

Groups

Indiana University Groups *Conduct Board* **2019-2020**

- Executed decisions on suspensions and expulsions from faculty evidence and police reports.
- Underwent rigorous university training to effectively discipline students in situations of misconduct.
- Worked alongside with both the IU police department, and the Bloomington police department to compile information through various cases.

Residential Programs and Services

Indiana University *Forest Student Government* **2019-2020**

- Addressed residential facility and community issues to ensure quality of living.
- Prepared and consolidated budgets for equipment maintenance, renovations, and community engagement events.
- Coordinated with faculty for catering services and space reservations.