

# KATHERINE BANKS

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## EXPERIENCE

### **Live Marketing**

*Docent/Booth Ambassador*

**Chicago, IL**

2012-present

- Ask qualifying questions and deliver high level talking points to attendees, while gathering crowds for the booth
- Clients include Intel and Phillips

### **Workplace Interactors**

*Interactor*

**Homewood, IL**

2005-present

- Participate in scripted and improvised workplace vignettes emphasizing sales and leadership training to employees of corporations and educational institutions
- Facilitate small group discussions and lead communication skills workshops
- Clients include WE Energies, Johnson Controls, Hollister Medical, Quebecor

### **Kirkland Institute For Trial Advocacy**

*Actor/Improvisor*

**Chicago, IL**

2005-2011

- Played mock witnesses, including expert witnesses, for attorney trial and deposition training at Kirkland & Ellis LLP
- Gained basic knowledge of economics, heart transplants, and tugboats

### **Mondo Learning Solutions**

*Secret shopper*

**Milwaukee, WI**

2011

- Visited and evaluated over forty Union Bank branches in Washington state under the pretense of switching financial providers
- Prepared reports and scorecards assessing bank employees' rapport, product presentation, and needs assessment
- Presented findings to bank executives

### **Full Crumb, Inc.**

*Brand Ambassador*

**Chicago, IL**

2011

- Represented Pepsi's Propel Zero brand to internal customers at sales convention
- Discussed health, taste, and convenience benefits to potential buyers
- Promoted Cindy Crawford and Propel Zero's "Zero to 1,000" active lifestyle challenge using video, exercise equipment, and other props
- Distributed Propel Zero product

## EDUCATION

### **University of Michigan**

*Bachelor of Fine Arts in Theatre Performance, High Honors*

**Ann Arbor, MI**

2003

### **Oxford University, Corpus Christi College**

*Coursework in Education*

**Oxford, UK**

Summer 2002