

**Aunisa Stroklund**  
Capital University College of Law  
2019 WLFC Scholarship Winner

Biography:

A non-traditional student from Montana, Aunisa is starting her second career as an attorney after a distinguished military career and more than 10 years in sales and project management for the elevator industry. Aunisa was raised by a single father in Montana and learned at the age of 8, that “women were her best resource.” She relied heavily on the women in her community whose confidence in her abilities, encouraged her to excel in academics, athletics and community service.

Aunisa joined the US Army Reserves during college as a legal specialist, graduating first in her class as the Distinguished Honor Graduate. As a legal specialist, she earned the Army Achievement Medal and the Adjutant General Corps Regimental Award of Excellence for meritorious display of personal and professional character, excelling in academics, physical fitness and leadership. She then joined the Army ROTC program at the University of Montana where she simultaneously earned a B.S. in Business Administration and commissioned as an Army Officer selected to the Engineer Corps. After commissioning, she graduated from the Engineer Officer Basic Course as a distinguished graduate and took command of a company-sized unit (135 soldiers) within two years. As a company commander in Iraq, 1LT Stroklund was decorated during combat operations with the bronze star as the lead element for the 278th Cavalry Regiment where she cleared over 400 miles of hostile roadway in three days, mobilizing over a billion dollars of equipment and almost 4,000 soldiers with zero casualties. As of 2004, this had not yet been accomplished in the theatre of Operation Iraqi Freedom and she was additionally honored with a set of golden spurs “earned in battle” from the Regimental Commander-- a sacred custom for U.S. Cavalry. Her military service is an honor to all women who have served and testament to her strength of personal character.

Aunisa’s tenor in the elevator industry was additionally accelerated. She was appointed the Service Sales Program Manager of North America within eight years. She is passionate about customer service and her strategic planning model included major projects to partner with SAP and Salesforce.com to improve efficiencies in processing time for sales. Her abilities to think abstractly in a three-dimensional capacity, allowed for new technologies to interface with elevator and escalator servicing such as IBM’s Internet of Things (IoT). Her commercialization strategy included combining an instantaneous and interactive customer platform with access to the cognitive, predictive maintenance requirements prior to any shutdown of equipment. Her role as the training manager included hosting national events to release a new training series which she personally designed and implemented across US and Canada. She redesigned all training material and the customer sales approach to a “value-selling” based model within two years. Her leadership and hands-on approach increased national sales to over \$1.2 billion, an 8% growth from self-driven initiatives. After more than ten years in service sales and working with her company’s legal department on several projects, Aunisa has now dedicated herself to a career in legal advocacy where she can leverage all of her personal and professional strengths.

