

# SAMUEL CAMBRIO

9893 Summer Breeze Way • Daytona Beach, FL 32116 • 386-555-1212 • scambrio97@stetson.edu

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| <b>EDUCATION</b>  | <b>STETSON UNIVERSITY</b> , DeLand, FL<br>Master of Business Administration  | May 2019 |
|                   | <b>BOSTON COLLEGE</b> , Boston, MA<br>Bachelor of Arts in History, Minor in English<br>GPA 3.6/4.0   | May 2010 |
| <b>EXPERIENCE</b> | <b>FISHER-PRICE</b> , East Aurora, NY<br><b>Marketing Analyst</b> , June 2013 – August 2017  |          |
|                   | <ul style="list-style-type: none"><li>• Assist with product development and brand management on cross-functional team</li><li>• Manage category line review database to maintain accurate product margins, costs, and other financials</li><li>• Conduct cost-benefit analyses of promotional campaigns to identify various payout scenarios influencing future decisions made by marketing executive team</li><li>• Present new products to packaging team to help in selection of appropriate graphics and package dimensions</li></ul>                              |          |
|                   | <b>CELLULAR CONNECTIONS</b> , Buffalo, NY<br><b>Customer Service Supervisor</b> , May 2011 – June 2013   |          |
|                   | <ul style="list-style-type: none"><li>• Managed and motivated sales team of 10 employees, generating annual sales of \$1.5 million and addressing concerns of close to 25,000 cellular customers</li><li>• Identified and met customers' needs for wireless service consistently fulfilling a sales quota</li><li>• Coached staff on selling skills and products using demonstrations and practice sessions</li><li>• Promoted to management trainee program within 11 months after demonstrating outstanding performance as customer service representative</li></ul> |          |
|                   | <b>ABC MEDICAL SUPPLIES</b> , Boston, MA<br><b>Sales Representative</b> , February 2010 – May 2011   |          |
| <b>COMPUTER</b>   | <ul style="list-style-type: none"><li>• Targeted and promoted medical equipment to home health organizations and hospitals</li><li>• Developed and implemented individual and team strategies to achieve profitability goals</li></ul>   |          |
|                   | <b>PAYLESS</b> , Boston, MA<br><b>Sales Associate</b> , May 2008 – January 2010  |          |
| <b>LANGUAGE</b>   | <ul style="list-style-type: none"><li>• Offered customers assistance in locating store merchandise and processing transactions</li><li>• Assisted with weekly in-store sales promotions, set-up, and inventory audits</li></ul>  |          |
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| <b>ACTIVITIES</b> | Fundraiser, American Cancer Society  |          |