
First and Last Name

Phone Number | Professional Email | LinkedIn URL

EDUCATION

Stetson University, DeLand, FL

Bachelor of Business Administration GPA: 3.0

May 2022

Major: **Professional Sales** | Minor: **Management**

RELEVANT COURSEWORK:

Advanced Professional Selling & Communication, Sales Management, and Executive Sales Strategy

PROJECT EXPERIENCE:

“Purchasing: From a Managerial Perspective”

Aug 2021 - Dec 2021

- Successfully completed outside sales calls to managers at distinct venues to purchasing decisions
- Presented detailed research findings and strategic communications strategies within Executive Sales Strategy course

LEADERSHIP & COMMUNITY INVOLVEMENT

Stetson University Sales Competition Team, DeLand, FL

Sep 2021 - Present

Co-Leader

- Recruit members and coordinating weekly meetings and competition schedule in consultation with faculty advisor and student leaders to ensure organizational goals are met and exceeded

YMCA Junior Swim League, DeLand, FL

Aug 2019 - Aug 2021

Assistant Coach

- Coached children, ages 7-12, in swimming techniques and styles to further their enjoyment of the sport
- Coordinated competition schedule and traveled with competitors to swim meets as a mentor and coach

PROFESSIONAL EXPERIENCE

Majestic Marketing, Jacksonville, FL

June 2021 - Aug 2021

Marketing Intern, Business Market Analysis Group

- Supported a 10 person sales team analyzing new growth opportunities for a Fortune 1000 international furniture manufacturer
- Maintained information on product lines and assisted with preparation of professional marketing plans designed to achieve the company's growth objectives
- Conducted extensive Internet research on retail furniture industry and compiled a 100+ page reference manual for internal sales force client presentations

eCUISINE, Heathrow, FL

Jan 2019 - May 2020

Customer Service Associate

- Provided customer service assistance for Internet-based health food company with a database of 10,000+ domestic and international customers
- Efficiently processed 50-60 daily customer orders and responded to client inquiries appropriately
- Developed working knowledge of REACT, customer relationship management software

ADDITIONAL SKILLS

Language: Fluent in French; Conversational Spanish