**Sally Stetson**

Street Name Unit #, City, State Zip code

(555) 555-5555 | sally@stetson.edu

**EDUCATION:**

STETSON UNIVERSITY, DeLand, FL

**Bachelor of Business Administration**; GPA 3.0 May 2018 Major: Professional Sales; Minor: Management

**RELEVANT COURSEWORK:**

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

**PROJECT EXPERIENCE:**

*“Purchasing: From a Managerial Perspective”* Sept 2017 – Dec 2017

* Made outside sales calls at distinct venues to managers responsible for purchasing decisions
* Presented detailed research findings within Executive Sales Strategy course

**LEADERSHIP & COMMUNITY INVOLVEMENT:**

Stetson University Sales Competition Team, DeLand, FL Sept 2017 – Present

*Co-Leader*

* Recruit members, coordinate weekly meetings and competition schedule in consultation with

faculty advisor and other student leader

YMCA Junior Swim League, DeLand, FL Aug 2014 – March 2015

*Assistant Coach*

* Coached children, ages 7-12, in swimming techniques and styles
* Coordinated competition schedule and traveled with competitors to swim meets

**PROFESSIONAL EXPERIENCE:**

**Majestic Marketing,** Jacksonville, FL June 2017 – August 2017

*Marketing Intern, Business Market Analysis Group*

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

**eCUISINE,** Heathrow, FL Jan 2016 – May 2016

*Customer Service Associate*

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

**SKILLS:**

Language: Fluent in French; Conversational Spanish