
Sally Stetson

Street Name Unit #, City, State Zip code
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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