MARKETING RÉSUMÉ

1234 Racer Road | Murray, KY 42071 | 270.123.1234 | marketing@murraystate.edu

SUMMARY OF QUALIFICATIONS

- Highly motivated professional with two years of sales experience
- Recognized interpersonal skills, comfortable cold calling as well as building/maintaining relationships
- Resourceful problem solver, continually assessing available resources and opportunities
- Organized and comfortable using various software systems for database development

EDUCATION

Murray State University; Murray, KY | Bachelor of Science in Business; May 20XX

- Marketing Concentration (AACSB-International Accredited)
- GPA: 3.8/4.0

EXPERIENCE

Pharmaceuticals, Inc.; Mayfield, KY | *Sales Intern*, January 20XX – present

- Develop specific goals and plans to prioritize and organize customer needs in 10 counties (KY, TN & IN)
- Present product and service presentations to clients using PowerPoint and Prezi
- Establish 5 new accounts and maintained 15 current accounts
- Trained extensively on pharmaceutical products

Glowing Light, Inc.; Mayfield, KY | Sales Representative, May 20XX – Aug 20XX

- Communicated with new clients through cold calling to establish new accounts
- Developed and maintained cooperative relationships with current and new customers
- Met monthly sales goals regularly

John's Grocery Store; Murray, KY | Cashier, May 20XX – Aug 20XX

- Assessed inventory needs to maintain required inventory levels
- Awarded employee of the month, recognized for strong customer service

KEY SKILLS

Computer:

- Proficient with Microsoft Word, Excel, and PowerPoint
- Familiar with Prezi and Microsoft Access

Language

- Communicate in *Spanish* in basic conversations
- Write basic communications in Spanish

Communication

- Lead organization of 50 and executive committee of five (5) to meet and exceed mutual goals
- Recruit members, educating on available programs and resources, exceeding goals
- Applicable coursework: Public speaking and technical writing

LEADERSHIP

Business Fraternity: President, 20XX – present

Social Fraternity: *Vice President of Membership*, 20XX – present

Office of Admissions: Student Recruiter, 20xx – 20XX