

Aggie Name

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OBJECTIVE: To obtain a sales internship for summer 2010

EDUCATION

Texas A&M University, College Station, Texas May 2011
Bachelor of Business Administration in Marketing; Minor in Spanish
Major GPR: 3.93; Overall GPR: 3.68
Finance 100% of college education through part-time work and scholarships.

Texas A&M Study Abroad, Europe Summer 2009

- Toured six western European countries, while gaining marketing knowledge through company visits and coursework

WORK EXPERIENCE

Vintage Garb, College Station, TX August 2009 - Present
Co-Owner, Entrepreneur

- Financed and initiated creation of t-shirts to be sold on eBay
- Conduct all ordering, designing, selling, accounting, and sending of products
- Design and disseminate publicity materials

The Southwestern Company, Nashville, TN September 2007 - August 2009
Student Manager, 2009

- Recruited, trained, managed, and motivated 2 salespersons for direct sales
- Developed managerial and public speaking skills through 60 additional hours of training
- Facilitated meetings throughout the year on advanced sales, leadership, and management
- Organized and directed weekly sales meetings and individual conferences on the selling field
- Attained personal organizational sales of over \$90,000 in summer selling period

First Year Salesperson, 2008

- Internalized basic sales and success principles through over 4,500 sales presentations
- Established success principles through direct sales (positive attitude, goal setting, self-motivation)
- Executed all accounting, ordering, inventory, scheduling, sales, and delivery of products
- Exceeded retail sales goal in summer selling period by \$42,000

LEADERSHIP

Freshman Business Initiative September 2009 - Present
Board of Directors- Director of Freshman Development, 2010

- Created curriculum presented in class and enlisted outside speakers
- Facilitated over 25 independent task force meetings
- Recruited, interviewed, and trained 40 mentors

Mentor, 2009

- Led a class of 10 freshmen twice a week and acquainted students with the business school

HONORS AND AWARDS

The Southwestern Company

Top Student Manager Award (<i>Team finished top 50 in the company</i>)	Summer 2009
Top First Year Dealer Award (<i>Top 1% of all first year salespeople</i>)	Summer 2009
Gold Seal Gold Award (<i>Worked 80+ hrs/wk all summer</i>)	Summers 2008, 2009
Superstar Sample Case Award (<i>Performed over 180 presentations per week</i>)	Summer 2008