**Candidate Name**

Address | Phone Number | [Email](mailto:arifmansor94@gmail.com)

**EDUCATION**

**Colorado State University**, Fort Collins, CO

***Bachelor of Business Administration****, Accounting concentration*

* Date of Graduation: Fall 2016
* GPA: 3.39

**International Education College (INTEC)**, Shah Alam, Malaysia

* American Degree Foundation Program – Grade 12 equivalent (July 2012 – July 2013)

**RELEVANT EXPERIENCE**

**Southwestern Advantage,**Nashville, TN

***Corporate Recruiter/Assistant Organization Leader/Salesperson*** (September 2016 – Present)

* Helped supervise and direct sales organization of 15+ salespeople for direct sales
* Developed leadership skills through conducting group interviews and managing experienced salespeople
* Organized and led training on advanced sales, management, and leadership
* Personal Organization Sales of $35,700 from the summer
* Relocated to Pennsylvania for the summer

***Student Manager/Salesperson*** (August 2014 – August 2016)

* Helped recruit, train, manage, and motivate first year salespeople for summer direct sales program
* Developed managerial and public speaking skills through instruction of first year salespeople
* Assisted with weekly sales meetings and individual conferences while on the selling field
* Attended over 200 hours of advanced sales and management training
* Personal Retail Sales:
  + 2016: $26,905 (150% increase over previous summer)
  + 2015: $12,905 in a 6 week selling period (26% increase over previous summer)
* Relocated to Northern Virginia and Ohio for the summers

***First Year Salesperson*** (May 2014 – August 2014)

* Independent contractor in direct sales of educational products
* Established success principles through direct sales (i.e. positive attitude, schedule, and goal setting)
* Prospected and approached over 3,500 families from various socio-economic levels
* Executed all ordering, inventory, accounting, sales, scheduling, presentation and delivery of a product
* Personal Retail Sales of $10,276 in a 10 week selling period while relocating to Pennsylvania for the summer

**Colorado State University,** Fort Collins, CO

***Career Center Community Specialist*** (October 2015 – May 2016)

* Provided casual networking opportunities for CSU students, alumni, employers, and staff within a specific career interest area and industry
* Facilitated and managed two career interest area groups consists of students, alumni, staff, and employers

**United States Soccer Federation,**Chicago, IL

***Grade 8 Certified Referee*** (January 2015 – December 2016)

* Officiate State League soccer matches throughout Colorado
* Develop coordination skills through working with 2 other officials per game

**HONORS & ACTIVITIES**

**Colorado State University**

* ***The National Society of Collegiate Scholars –*** Fall 2014-Present
* ***Malaysian Student Association*** (Secretary) – Fall 2013- Fall 2016

**Southwestern Advantage**

* ***“I Wanna Win” Award*** (Best week in sales during the final two weeks of the summer) – 2014, 2015
* ***Gold Seal Gold Award*** (worked 80+ hours/week all summer) – 2014, 2015, 2016, 2017
* ***Growth Award*** (increase in personal sales of $13,200+ over previous summer) – 2016

**AFS Intercultural Programs**

* Kennedy-Lugar Youth Exchange and Study full scholarship by the Department of State – 2012