**Candidate Name**

Street | City, State, Zip Code | Phone Number | Email

**EXPERIENCE**

**SOUTHWESTERN ADVANTAGE,** Nashville, TN

 ***Associate Sales Leader/Corporate Recruiter****/****Salesperson*** (September 2010 – Present)

* Supervised, motivated, and led an organization of 20+ salespeople each summer for direct sales
* Conducted 100+ group informational sessions and 500+ individual interviews
* Facilitated meetings throughout the year on advanced sales, leadership, and management training
* Developed managerial, public speaking, and advanced sales skills through over 300+ hours of training
* Organized and directed weekly sales meetings and individual conferences on the selling field
* Personally recruited and trained 19 first year salespeople for direct sales
* Conducted nightly individual coaching calls in goal setting, positive attitude, self motivation, time management, and advanced sales techniques
* Personal Retail Sales of $92,650 combined over two summer selling periods
* Grew Personal Organization’s sales from $114,000 to over $311,900
* Relocated to South Carolina, Wisconsin, and North Carolina for the summers

***Student Manager/Salesperson*** (September 2007 – August 2010)

* Recruited, trained, managed, and motivated 10 students for summer direct sales program
* Assisted with weekly training of sales force on the field in the summer
* Attended over 300 hours of advanced sales and management training
* Personal Retail Sales of $158,112 combined in three summer selling periods
* Relocated to Pennsylvania, North Carolina, and Maryland for the summers

 ***First Year Salesperson*** (May 2007 – August 2007)

* Independent contractor in direct sales of educational products
* Prospected and approached over 3,000 families from various socio-economic backgrounds
* Established success principles through direct sales (i.e. schedule, positive attitude, goal setting)
* Executed all ordering, inventory, sales, accounting, scheduling, presentation, and delivery of product
* Personal Retail Sales of $32,760 in 12 week selling period
* Relocated to Illinois for the summer

**DEER VALLEY CHURCH,** Phoenix, AZ

***Interim Youth Pastor*** (January 2008 – May 2008)

* Mentor and leader of the high school and junior high youth
* Conducted youth services and activities
* Organized various service projects and teen camps

##### EDUCATION

##### ARIZONA STATE UNIVERSITY, Tempe, AZ

 ***Bachelor of Science***, *Finance* (May 2011)

**HONORS AND ACTIVITIES**

**SOUTHWESTERN ADVANTAGE**

* **Gold Seal Gold Award** (working 80+ hrs/wk all summer) – 2007-2012
* **Top First Year Dealer** (#55 out of 2000+ first year dealers) – 2007
* **Top Experienced Dealer** (top %10 of experienced dealers) – 2008-2012
* **Top Student Manager** (personal team top 10% of 800+ teams) – 2008, 2009
* **Growth Award** (increase in sales of over $13,200 over previous summer) – 2008, 2012
* **President’s Club** (Personal Retail Sales of $7200 in a week) **–** 2008, 2009, 2011, 2012

**ARIZONA STATE UNIVERSITY**

* **Provost Academic Scholarship** 2006-2009
* **Dean’s List** 2007-2008
* **Campus Crusade for Christ (**student leader) 2009-2010