**Candidate Name**

**615-555-0123 | johnsmith@gmail.com**

**2451 Atrium Way, Nashville, TN 37206**

**WORK EXPERIENCE**

**Southwestern Advantage**, Nashville, TN

***Corporate Recruiter/ Salesperson*** (September 2011 – September 2015)

* Personally recruited, trained, managed, and motivated 9 first-year salespeople
* Supervised and directed sales organizations of 15+ salespeople each summer for direct sales
* Developed leadership skills through conducting group interviews and managing experienced salespeople
* Personal Retail Sales of $319,000+ combined in 4 summer selling periods
* Grew Personal Organization Sales from $70,000 to over $286,000 in retail sales
* Relocated to Michigan, New York, and Indiana for selling seasons

***Student Manager/Salesperson*** (August 2009 – August 2011)

* Personally recruited, trained, and managed 4 first year salespeople for direct sales
* Developed managerial and public speaking skills through leading and instructing first year salespeople
* Attended over 100 hours of advanced sales and management training
* Personal Retail Sales of $81,168 combined in two summer selling periods
* Relocated to Florida and New York for the summers

***First Year Salesperson*** (May 2009 – August 2009)

* Independent contractor in direct sales of educational products
* Established success principles through direct sales (i.e. schedule, positive attitude, and personal motivation)
* Prospected and approached over 4,000 families from various socio-economic backgrounds
* Executed all ordering, inventory, accounting, sales, scheduling, presentation, and delivery of product
* Personal Retail Sales of $38,304 in a 12 week selling period
* Relocated to New York for the summer

**HONORS AND ACTIVITIES**

 **Southwestern Advantage**

* ***Top First Year Salesperson*** (Ranked #22 of 1000+ first year salespeople companywide) – 2009
* ***Top Experienced Salesperson*** (Top 5% of over 1500 salespeople companywide) – 2010-2015
* ***President’s Club “Sizzler” Trip*** (all-inclusive incentive trip for top producers) – 2009-2015
* ***President’s Club Award*** (Personal retail sales of $7,200+ in one week) – 17 times
* ***Big Check Award*** (Net savings of $10,000+ from the summer) – 2011-2015
* ***Growth Award*** (Increase in personal sales of $13,200+ over previous summer) – 2012
* ***Platinum Award in Sales*** (personal retail sales of $390,000+ during career)
* ***Silver Award in Recruiting*** (personally recruiting 10+ salespeople during career)

 **University of Minnesota Twin Cities**

* ***Marching Band (Member) –*** 2009-2011

**EDUCATION**

**University of Minnesota – Twin Cities: Carlson School of Management,** Minneapolis, MN

***Bachelor of Science in Business,*** *emphasis in marketing* (May 2012)