Candidate Name

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

**PROFESSIONAL EXPERIENCE**

**SOUTHWESTERN ADVANTAGE,** Nashville, TN (www.southwesternadvantage.com)
***Organizational Leader/Corporate Recruiter/Salesperson*** (September 2012 – Present)

* + Supervised, motivated, and led an organization of 20+ salespeople each summer for direct sales
	+ 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
	+ Personally recruited and trained 14 first year salespeople for direct sales
	+ Organized and directed weekly sales meetings and individual conferences on the selling field
	+ Conducted nightly individual coaching calls in goal setting, positive attitude, self motivation, time management, and advanced sales techniques
	+ Personal Organization Sales of over $162,000 combined in two summer selling periods
	+ Relocated to Pennsylvania & Maine for the summers

***Student Manager/Salesperson*** (September 2009 – August 2012)

* + Recruited, trained, managed, and motivated 4 first year salespeople for summer direct sales program
	+ Conducted all prospecting, recruiting, interviewing, and selecting of 4 students
	+ 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 $100,800 combined in three summer selling periods
	+ Relocated to Maryland, Connecticut, and Massachusetts for the summers

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

* + Independent contractor in direct sales of educational products
	+ Prospected and approached over 3000 families from various socioeconomic backgrounds
	+ Established success principles (e.g. schedule, positive attitude, goal setting, and personal motivation)
	+ Executed all scheduling, presentation, sales, ordering, inventory, accounting, and delivery of product
	+ Personal retail sales of $28,800 in a 12 week selling period while relocating to Connecticut for the summer

**BOYS & GIRLS CLUB OF AMERICA,** Columbia, MO
***Technology/Music Director*** (September 2010 – May 2012)

* + Started music program and created individualized lesson plans for each grade (K-6 program)
	+ Wrote grants and created lesson plans for technology classes of 15-20 students/class

***Program Coordinator/Director*** (September 2009 – May 2012)

* + Responsible for all interviewing, training, and management of new mentors for the program
	+ Partnered local 5th and 6th grade students with collegiate mentors for a semester long career exposure project
	+ Taught 3rd and 4th grade in the after school setting as a tutor

**EDUCATION**

 **UNIVERSITY OF MISSOURI**, Columbia, MO

 ***Bachelor of Interdisciplinary Studies:*** *Youth Development* (May 2012)

**AWARDS & ACTIVITIES**

 **SOUTHWESTERN ADVANTAGE**

* + ***Spencer Hays Award*** (personally recruiting 10+ salespeople in a year) – 2012
	+ ***Top First Year Dealer*** (ranked #53 out of over 1200 first year salespeople) – 2009
	+ ***Top Student Manager Award*** (top 5% of all organizations in sales, companywide) – 2013
	+ ***Growth Award*** (increased personal sales by $13,200+ over previous summer) – 2012
	+ ***Gold Seal Gold Award*** (worked 80+ hours/week, all summer) – 2009-2014
	+ ***“I Wanna Win” Award*** (best week in personal sales during final 2 weeks of the summer) – 2009, 2013

**UNIVERSITY OF MISSOURI**

***Alpha Phi Omega***

* + Elected Vice President of the chapter 2010 – coordinated volunteer work with 89 local organizations
	+ Responsible for developing 20+ hours of volunteer opportunities for 125 members
	+ Developed and implemented food drives in conjunction with the United States postal service. Collected 2 tonnes
	+ Elected recruitment chair fall 2011 - recruited, trained and initiated largest class to date (85 in fall semester)

**Languages:** fluent in Spanish and English