Name

Phone Number | [Email](mailto:Cox_shelbym513@yahoo.com)

Location/Address

WORK EXPERIENCE

**Southwestern Advantage**, Nashville, TN May 2017 – August 2019

*Student Manager/Salesperson* (August 2017 – August 2019)

* Recruited, trained, managed and motivated 1 first year salesperson for summer program
* Prepared and delivered direct sales training to incoming sales teams
* Helped run weekly sales meetings and individual conferences on the selling field
* Attended over 200 hours of advanced sales and leadership training
* Personal Retail Sales of over $84,770 in two 12-week summer selling periods
* Relocated to Michigan and Georgia for the summers

*Salesperson* (May 2017 – August 2019)

* Independent contractor in direct sales of educational systems
* Prospected and approached over 2,000 families from various socioeconomic backgrounds
* Established success principles (i.e. attitude, goal setting, schedule, and personal motivation)
* Executed all ordering, inventory, accounting, sales, presenting, and delivery of product
* Personal Retail Sales of over $26,236 in a 12-week summer selling period
* Relocated to South Carolina for the summer

EDUCATION

**Texas Tech University**, Lubbock, TX May 2019

*Bachelors in Business Administration*: Finance GPA: 3.0

AWARDS AND ACTIVITIES

**Southwestern Advantage**

* *Gold Seal Gold Award* (for working 80+ hours per week for 12 weeks) – 2017-2019
* *“Sizzler Trip” Award* (all-inclusive incentive trip for top producers) – 2017-2019
* *Top Experienced Dealer* (Top 5% of 2000 salespeople companywide) – 2018, 2019
* *Growth Award* (increasing over $13,200 in personal production over previous year) – 2018
* *Top First Year Dealer* (Top 10% of 1500 first year salespeople) – 2017

**Texas Tech University**

* *Dean’s List* – 2017
* *Alpha Tau Omega Fraternity –* 2014-2017
* Homecoming Chair
* Buckets for Bryce (raised money for disease research)
* Gatorfest (raised money for the Wounded Warrior Project)
* Interfraternity Council (Recruitment Captain)