**Candidate Name**

Tulsa, OK | C: (918) 555-5555 | email@ou.edu

**EDUCATION**

**The University of Oklahoma** - Norman, OK

***Bachelor of Science*** in Mechanical Engineering: 05/2019

***Bachelor of Musical Arts*** in Music Composition

**Landmark Worldwide** – Dallas, TX

***Graduate of the Curriculum for Living*:** 03/2017

**EXPERIENCE**

**Southwestern Advantage** – Nashville, TN (http://www.southwesternadvantage.com)

***Student Manager*:**08/2018 – Present

* Recruited, trained, managed, and motivated a personal student team for summer direct sales program
* Conducted all prospecting, recruiting, interviewing, and selecting of students
* Assisted with weekly training of sales force on the field in the summer
* Attended over 200 hours of advanced sales and management training
* Personal Organizational Sales of over $74,000 in 12 weeks ('18)

***Salesperson*:** 05/2017 – Present

* Independent contractor in direct sales of educational products
* Finished #7 in sales out of over 1,200 first year dealers worldwide
* Prospected and approached over 5,000 families from various socioeconomic backgrounds
* Established success principles (e.g. schedule, positive attitude, goal setting, and personal motivation)
* Executed all aspects of personal business such as scheduling, presentation, sales, ordering, inventory, accounting, and delivery of product
* Personal Retail Sales of over $32,500 in 12 weeks (‘17) and 59,000 in 12 weeks (’18)
* Relocated to Raleigh, NC (’17) and Kalamazoo, MI (’18)

**Green Country Aircraft Exhaust Inc.** - Tulsa, OK

***Quality Control Intern*:** 05/2015 - 08/2015

* MRB data entry to prepare weekly reports
* Prepared First Article Inspection Reports and ballooned part drawings
* Hardness testing and basic dimensional inspection

**Sound Advice** - Tulsa, OK

***Accounting Assistant*:** 05/2013 - 05/2015

* Bookkeeping responsibilities
* Written communication to customers

**ACTIVITIES**

**Phi Mu Alpha Sinfonia** – Mu Chapter

Vice President (2018-19) and Treasurer (2017-18)

**National Merit Scholar**

**Valedictorian**

**AWARDS**

**The University of Oklahoma**

* National Winner of the Young Artists Division of the 2017 Music Teacher’s National Association

Composition Competition, and National Finalist for the 2015 Senior Division

* Recipient of the 2017-2018 Lottinville Prize for the OU School of Music

**Southwestern Advantage**

* Gold Seal Gold Award (worked over 80 hours every week of the summer) – 2017, 2018
* Bronze Growth Award (increased personal sales by $13,200 over previous summer) – 2018
* Southwestern Certified in Sales – Bronze Level (selling over 5,000 units in a career) – 2018
* Top First Year Award (top 10% of all first year salespeople) – 2017