**Michael Sommer**

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**Education**

**University of Florida,** Warrington College of Business, Gainesville, FL

***Bachelor of Science in Business Administration*** (May 2022)

* GPA: 3.49/4.00
* Undergraduate Certificate in Sport Management

**Work Experience**

**Southwestern Advantage,** Nashville, TN

***Student Manager/Salesperson*** (September 2020 – Present)

* Helped supervise, motivate and manage an organization of salespeople for direct sales
* Developed managerial and public speaking skills through instruction of first year salespeople
* Assisted with weekly sales meetings and individual conferences throughout the summer
* Attended over 200 hours of advanced sales and leadership training
* Personal Retail Sales:
	+ 2022: $78,016 (30% increase over previous summer)
	+ 2021: $59,923 (253% increase over previous summer)
* Relocated to Wisconsin and Indiana for the summer

***First Year Salesperson*** (May 2020 – August 2020)

* Independent contractor in direct sales of educational products
* Prospected and approached over 2,500 families from various socioeconomic backgrounds
* Established success principles (i.e. positive attitude, goal setting, schedule, and personal motivation)
* Executed all ordering, inventory, accounting, sales, scheduling, presentation, and delivery of product
* Personal retail sales of $16,965 in a 12 week selling period
* Relocated to Arkansas for the summer

**Luke’s New York Bagels,** Gainesville, FL

***In-Shop and Grill Master*** (February 2021 – May 2022)

* Responsible for serving 250+ customers a day within 15-minute intervals
* Prepped the shop and trailer with supplies, bagels, cream cheeses, and other ingredients
* Assisted with daily operation of restaurant (i.e. opening and closing, cleanliness, greeting customers, etc.)

**Awards & Activities**

**University of Florida**

* ***Florida Leadership Academy –*** 2019-2022
	+ ***Advisory Board (FLAAB)/Mentor/Mentee***
* ***Leadership Development Program*** (Ambassador) – 2019-2022
* ***Dance Marathon*** (Marathon Relations Chair/Emerging Leader) – 2016-2022

**Southwestern Advantage**

* ***Top Experienced Salesperson*** (Ranked in Top 5% of 1800+ salespeople companywide) – 2022
* ***Gold Seal Gold Award*** (Working 80+ hours/week all summer) – 2020, 2021, 2022
* ***Big Check Award*** (Net savings from the summer more than $5,000) – 2020, 2021, 2022
* ***“I Wanna Win” Award*** (Best week in personal sales during the final week of the summer) – 2021
* ***Growth Award*** (Increase in personal sales of $16,500+ over previous summer) – 2021, 2022
* ***“Sizzler Trip” Award*** (all-inclusive incentive trip for top producers) – 2020, 2021, 2022