

KXXXXXXXXXXXX PXXXXXXXX

90 Yxxxx Avenue · Cedar Gxxxxe, N.J. 00000 · (000) 000-0000 · KXXXXXXXXXXXX@yahoo.com

High-energy and motivated individual with outstanding work ethic; a strong academic background; broad-based work experience; and a record of personal achievement working for leading organizations.

EDUCATION

Bachelor of Science Degree May 2008
Major: Biology Minor: Art
Henson School of Science
Salisbury University, Salisbury, MD
· Worked part time and carried full academic load 17 credits

PROFESSIONAL EXPERIENCE

Account Manager July 2008-December 2008
World Access Marketing, Lodi, NJ

- Designated Team Leader and was responsible for increasing/supervising number of sales staff to seven Sales Consultants
- Managed and coordinated many local marketing campaigns and made certain all areas were productive including sales, promotions, staffing, etc.
- Met with client owners and discussed possible strategies to implement for increased revenue
- Sent to various geographic locations (New York, Philadelphia, New Jersey) to conduct trial market campaigns for different products
- Selected to train and develop over 50 account representatives in all areas of marketing and sales techniques and strategies
- Promoted twice within 2 months for exemplary sales, reliability, team leadership and overall productivity
- Awarded trip to Dallas/Fort Worth conference for being designated top employee in division for outstanding sales and overall performance
- Represented employer at Dallas Fort Worth conference and was given opportunity for professional development

WORK EXPERIENCE

Server September 2005-June 2008
City Bistro, Salisbury, MD

- Supervised dining experience of up to 40 guests per shift
- Exceeded sales goals by promoting specialty items

Head Lifeguard Seasonal May 2001-September 2007
Cedar Grove Recreation Department, Cedar Grove, NJ

- Promoted twice within four summers/created weekly schedule for 20 staff members
- Authorized to make management decisions in absence of manager
- Trained five new employees per summer concerning all assigned duties

ACTIVITIES/ INTERESTS

Member, Surf Club Fall 2004-Fall 2007

Member, Girls on Top Fall 2005-Spring 2007

· Organization focusing on community service

Member, Environmental Club Spring 2006-Spring 2008

Participant, Relay for Life Spring 2006 and Spring 2007

Senior Sponsor Chair, Delta Gamma Sorority Spring 2007-Present

· Organization focusing on Service for Sight, aid to the blind