

Student Name

Address

Telephone, Email Address

Objective To obtain an 8-week volunteer internship in the field of Marketing, Finance or Banking and to volunteer my time and energy to gain exposure to Canadian business practices and the English language.

Work Experience

- Feb 1990-Dec 1994 **Arbor Shoe** Southridge, SC
National Sales Manager
- Increased sales from \$50 million to \$100.
 - Doubled sales per representative from \$5 million to \$10 million.
 - Suggested new products that increased earnings by 23%.
- Jan 1985-Jan 1990 **Ferguson and Bardell** Southridge, SC
District Sales Manager
- Increased regional sales from \$25 million to \$350 million.
 - Manged 250 sales representatives on Western states.
 - Implemented training course for new recruits – speeding profitability.
- Feb 1980-Dec 1984 **Duffy Vineyards** Southridge, SC
Senior Sales Representative
- Expanded sales team from 50 to 100 representatives.
 - Tripled division revenues for each sales associate.
 - Expanded sales to include mass market accounts.
- Jan 1975-Jan 1980 **LitWare, Inc.** Southridge, SC
Sales Representative
- Expanded territorial sales by 400%.
 - Received company's highest sales award four years in a row.
 - Developed Excellence In Sales training course.

Education

- 1971-1975 **Southridge State University** Southridge, SC
- B.A., Business Administration and Computer Science.
 - Graduated Summa Cum Laude.

Other Skills Computer: MS Office (Word, Exel, Power Point, Access)
Typing: 50 wpm
Languages: German (mother tongue), English (intermediate), French (conversational)

Interests SR Board of Directors, running, gardening, carpentry, computers