

Jane Smith

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Objective

A position in which I can use my sales and marketing experience, knowledge of creative marketing strategies and communication skills to increase Oscar Mayer's sales

Competitive Edge

- Three years of sales and marketing experience
- Excellent business writing skills
- Substantial public speaking experience
- Knowledge of Spanish language and culture
- Well-developed telephone communication skills
- Moderate keyboarding ability (65 WPM)
- Work well both on a team and independently

Education

Bachelor of Science degree, December 2020
University of Wisconsin-Stevens Point (UWSP)
Major: **Business Administration, Marketing emphasis**
Minor: **Economics**
Cumulative grade point average: 3.55

Work

Experience Financed 85% of my education through loans and these jobs:

2016–Present

(Academic years)

Community Advisor

Steiner Hall, University of Wisconsin-Stevens Point

- Plan and present programs for 25 residents
- Counsel residents about personal and academic concerns in individual and group sessions
- Developed a bi-weekly program series for new students
- Honed my human relations and leadership skills

Work

Experience (Continued)

2016-present
(Summers)

Salesperson

Dieterich's Designer Clothes, Plover, Wisconsin

- Sold women's clothing and established good customer relations
- Balanced daily register receipts and maintained weekly inventory records
- Organized fashion shows to market our merchandise in our local community

Memberships

- International Marketing Association
Central Wisconsin Chapter, member, 2019-present
UWSP Student Chapter, membership chair
- UWSP Toastmasters International, member
- UWSP Business Association, co-founder and 2019 president
- UWSP Chapter of Habitat for Humanity,
member 2018-present and 2020 president

Awards

- Academic Honor Roll for six semesters
[Grade point average of 3.5 or better]
- Awarded Rotary Club Scholarship, 2016
- Awarded Best Resident Assistant, Steiner Hall, 2019
- Bryon Crites Memorial Award recipient, 2020

References

Tim Schmidt, Director
Steiner Hall
University of Wisconsin-Stevens Point
Stevens Point, WI 54481
Telephone: (715) 346-4321
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George Dieterich, Owner
Dieterich's Designer Clothes
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Hiram Florgnitz
[Former Marketing Manager
Dieterich's Designer Clothes]
Store Manager
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