

# Mary Young

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## GOAL: HUMAN RESOURCES SPECIALIST

- Dynamic, performance-driven professional with a master's degree in labor studies, seeking an entry-level HR position with a large company. Extensive knowledge of labor laws and excellent negotiating skills.
- Recognized for leadership skills, project completions, and willingness to assume additional responsibilities.
- Self-motivated with a passion to achieve objectives through dedication, integrity, trust, and hard work.

## EDUCATION

### TEMPLE UNIVERSITY

Philadelphia, PA

Master of Science, Labor Studies, 2010

- **Internship:** Operating Engineers – New Hope, PA, 2009
- **Related Courses:** Labor Arbitration, Composition of Labor Movements, Labor and Employment Law, Labor History, Labor Research Practicum, Collective Bargaining, Current Issues in Labor, Financial Analysis

### QUEENS COLLEGE

Flushing, NY

Bachelor of Arts, Major in Sociology, 2007

## PROFESSIONAL EXPERIENCE

### ABC SPORTS COMPANY

Philadelphia, PA

Sales Manager, 2009 to present – Oversee daily operations and sales performance for sporting goods emporium. Interact with people of diverse backgrounds and provide impeccable customer service.

- Expanded company's product line and increased sales by 22% (2000 YTD) by targeting local market and initiating successful promotional campaigns.
- Added radio spots to advertising mix to increase sales and visibility in local arena. Promotions enhanced company's image and directly increased the number of shoppers.
- Built and established loyal customer base in local market, generating repeat business and referrals.
- Organized window displays to entice tourists and locals to enter the store.

### UNITED PARCEL SERVICE

Philadelphia, PA

Sorter / Unloader, 1998 to 1999 – Unloaded tractor-trailer trucks.

- Developed strategy for faster delivery and won approval to implement plan; promoted to sorter.

### ACE ELECTRIC COMPANY

Astoria, NY

Machinist, 1992 to 1995 – Operated punch press and performed routine equipment maintenance.

- Participated in "High Involvement" program, serving as production representative and shop steward.
- Established credibility and trust with workers, which contributed to improved performance, productivity, and safety.