# Matthew Hanson

36 Village Street • Manchester, CT 06040

(860) 338-1441 • mhanson89@gmail.com

## Education

**University of Connecticut,** Storrs, CT

Bachelor of Science in Business

*Major: Real Estate and Urban Economics*

**Relevant Coursework:**

Accounting- Financial and Managerial

Real Estate Principles, Finance, and Investments

Financial Management, Investment and Security Analysis

## Work Experience

**Inside Sales Representative,** MSC Industrial Supply Co, Oklahoma City, OK, 2011-Present

* Work closely with outside sales representatives in day to day activities
* Used AS/400 software
* Build and maintain relationships with customers
* Assist customers with finding the right technical expert to answer questions
* Consistently follow up with customers in regards to any questions or requests

**Inside Sales Representative,** Fastenal Company, West Hartford, CT, 2008-2010

* Negotiated prices with vendors to increase revenue
* Responsible for growing active accounts and opening new ones
* Acted as first contact prospective when customers called or visited the stores
* Assisted with customer inquiries with regards to correct product use and product questions
* Provided essential support to outside sales associates
* Built displays within the store to showcase new products
* Helped customers with special requests for product samples and product testing
* Received, organized, and shipped supplies to customer base
* Took orders over the phone and in person
* Kept organized records of customer usages
* Increased individual monthly sales from $8,000 to $15,000 over 6 months
* Helped to increase store monthly sales from $32,000 to $50,000 over same 6 months

## Achievements and Interests

• Hold an active CT Real Estate license

• Member of the Finance Society and the Real Estate Society at UCONN

• UCONN intramural Soccer and Flag Football

• Completed Vermont City Marathon on May 24, 2009 in 3:34:00

• Completed New Jersey Marathon on April 29, 2007 in 3:25:55

• Volunteer basketball coach for 13-15 year olds from 2007 until 2010