

**John William**

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**OBJECTIVE**

Seeking an entry-level sales position in the pharmaceutical industry in which my internship and summer job experience in sales and marketing and my strong interpersonal, communication, and sales skills can be effectively utilized to help your company increase profits.

**EDUCATION**

St. John's University, Queens, New York, 2008-2012

Bachelor of Science in Marketing; Minor in Spanish

Graduated *cum laude*

President of Campus Leadership Society

Member of Alpha Mu Alpha, a national marketing honor society

Studied abroad in Spain

**WORK AND INTERNSHIP EXPERIENCE**

**CVS, New York, New York, September 2011–Current**

**Sales Worker**

- Worked cash register
- Responded to customer queries in both English and Spanish
- Ordered and restocked over-the-counter products
- Named “Employee of the Month” for December 2011

**Bristol-Myers Squibb, New York, New York, June 2011–August 2011**

**Marketing Internship**

- Helped marketing team develop print and electronic marketing materials for a Phase III drug
- Conducted research regarding the Spanish-language market and a competitors' product sales and marketing techniques
- Recorded statistical data using Microsoft Excel

**COMMUNITY INVOLVEMENT**

**Queens Hospital Center, Jamaica, New York, Summer 2010**

- Volunteered in hospital gift shop by ringing up sales and stocking inventory

**COMPUTER SKILLS**

Proficient with Microsoft Word, Microsoft Excel, Adobe InDesign, Adobe PhotoShop, and Internet research and social media tools

**OTHER SKILLS**

Proficient in Spanish