**Objective**

Seeking a sales position with strong growth opportunities, where I can leverage my strong work ethic and drive. Given my experience in a wide set of fields, I’m looking for a position where my unique perspective will be an asset.

**Experience**

**Campaign Manager-** April 2013- September 2013

Hezekiah Allen for State Assembly, Arcata,CA

* + - Managed candidate’s schedule
    - Reviewed and helped direct campaign strategy
    - Maintained campaign budget
    - Built support networks of supporters and donors

**Sales Associate-** October 2011-March 2012, October 2012-December 2013

PLI, Portland, OR

* Used sales skills to maximize revenue in a challenging sales environment
* Formulated a pricing system to insure consistent margins and allow employees to make pricing decisions
* Encouraged and managed the use of social media across multiple company holdings
* Maintained and updated detailed inventory records to balance low inventory cost and maximize product availability

**Inside Sales Representative -** March 2012- October 2012

OpenSesame, Portland,OR

* Identified potential leads through a number of prospecting techniques.
* Created individualized pitches for potential clients to schedule phone calls with decision makers
* Worked with executive teams to identifying and overcoming objections to negotiate partnerships.
* Kept detailed records in CRM to guarantee consistent follow up

**Education**

University Of Oregon, Eugene, OR

Bachelors of Science: Spring 2010

Political Science :Major Cumulative GPA 3.0

Business and Economics :Minors

**Course and Extracurricular Highlights**

Macroeconomics, Microeconomics, International Economics, Marketing, Finance, Management, Business Communications, Managerial and Financial Accounting

Sustainable Business Club: Logistics Officer