

PROFILE

Highly motivated individual with a sales background. Passionate about technology and excited by the prospect of working at a tech startup. Interested in all aspects of the sales process both inbound and outbound, as well as the management of a sales team. A background in athletics has led me to have a great understanding of the importance of teamwork as well as the need for self accountability.

EXPERIENCE

MANAGER

*Wildberry Frozen Yogurt; Warren, Rhode Island*

*Summers 2008-2010*

Helped start Wildberry Frozen Yogurt. Responsible for managing inventory, book keeping and employee management. Also was tasked with developing and deploying marketing materials.

SALES INTERN

*Eastern Connection; Woburn, Massachusetts*

*Summers 2010-2011*

Assisted sales team with the upkeep of the electronic records system. Discovered and qualified potential sales leads. Initiated first contact with qualified leads, through phone calls and the distribution of marketing materials. Assisted outside sales members on preparation for sales meetings as well as customer relations meetings. During my second summer I helped train the new sales intern.

DATA ANALYST

*EST Inc.; Needham, Massachusetts*

*Summer 2010*

Responsible for interpreting environmental field notes and entering them into a company data base.

EDUCATION

OHIO WESLEYAN UNIVERSITY

*Delaware, Ohio — Economics with a focus in management, 2012*

ROANOKE COLLEGE

*Salem, Virginia — 2008-2009*

Training

BOSTON STARTUP SCHOOL

Summer 2012

Participated in the sales training at the Boston Startup School. Learned the essential skills to be successful at a tech startup. The skills were learned by attending lectures given by successful tech sales people as well as participating in sales challenges.

SKILLS

Microsoft Excel, Salesforce, Pipeline, Microsoft Word. Great people skills as well leadership skills. I am a mediocre surfer at best.