**Brendan Sheehan**

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**Education:**

* **Bachelors of Arts in Political Science and International Affairs, Minor in Spanish University of New Hampshire, Durham, NH. Graduated May 2012, GPA: 3.3**
* **University of Valencia, Valencia, Spain, Study Abroad, Spring Semester 2010**

**Skills: Sales, Business Development, Political research, International Relations, Spanish,**

**International Experiences:**

**Studied Valencia, Spain and Eco/Travel 2008-Present**

* + Lived with host family who did not speak English quickly became fluent in Spanish
  + Independently traveled throughout Europe learning how to manage time, money and resources
  + Explored Bolivia, Peru, Mexico including Machu Picchu, Peruvian Glaciers and Chichen Itza

**Professional Experience:**

**Sales and Business Development – Boston Startup School, Cambridge, MA June 2012 – Present**

* 6 Week program training program to sell a product in real world situations young entrepreneurs to network, work in a team environment and make real startups
* Instructors taught though real world challenges skills like B2B, B2C, inbound sales, outbound sales, customer development, negotiating, and closing techniques
* Convinced cruise ship company to give 75 students harbor cruise and dinner for free
* Learned from professional sales trainers on the Sandler sales method

**Lobbying Firm Intern - Demers and Blaisdell Inc., Concord, NH - January 2012 – June 2012**

* Wrote 96 executive summaries for clients of the lobbying firm
* Conducted 300 plus hours of research into different organizations and concepts

**Beer Delivery and Merchandising - Seaboard Products, Danvers, MA May 2008 – June 2012**

* Hard physical labor 40+ hours per week

**Senator Jim Luther Nashua, NH - September - November 2011 - Social Network and Research Intern**

* Managed Twitter and Facebook accounts by building network and reaching out to constituent base
* Researched Presidential candidates and their campaigns to decide who to include in the Nashua’s political forums

**Salesman - MCM Merchandising, Rochester, NH June - August 2011**

* Enhanced communication and persuasion skills through selling high value products to customers
* Sold 6 vacuums at $2000 a piece
* Built relationships and shared persuasion techniques in team environment

**NH State House, Concord, NH - January - May 2011 - NH Senate Intern**

* Organized, researched and communicated in the office of Senators Jim Luther and Jeanie Forrester
* Testified in committee hearings for in place of Senators when absent
* Assisted running the Senate’s Education and Executive Departments and Administration Committees

**Volunteer and Community Service:**

* Big Brother of 22 yr old since 2004 who has a terminal condition with a life expectancy of under 25 yrs
* Volunteer 4 yrs during high school for mentally challenged peers Haynes House, Derry NH
* Tutor for underprivileged children while studying abroad in Valencia, Spain