**Michael McAnulty**

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## Summary & Goal

Ambitious and outgoing recent graduate with a **B.S. degree in Business Administration** and experience in customer relations and fundraising (sales/marketing) activities. **Seeking an entry-level position with a focus on sales and leadership.**

## TransfeRable Skills

* Excellent communication and interpersonal qualifications honed through team projects and extensive public interaction. Team player with natural leadership qualities and an eagerness to contribute.
* Exceptional relationship builder whether leading/coaching a youth basketball team by example, working with highly successful mentors during internship, or networking for fundraising/sales purposes.
* Unmatched work ethic and customer-service orientation; left each employer/internship on positive terms and invited by employers to return.
* Quickly learn software with computer proficiency in MS Office (Word, Excel, PowerPoint) applications.

### Education

Fitchburg State University – Fitchburg, MA

* **Bachelor of Science, Business Administration; concentration in Business Management (2011)**
* Dean's List 2009 and 2010; GPA: 3.25 in major; Member of university's basketball team

*Relevant coursework and projects*

* **Completed** Management Principles, Marketing Fundamentals, HR Management, Micro & Macroeconomics, Computer Information Systems, Organization Behavior, Business Policy & Strategy, Accounting, Forecasting, Production Management, Finance, International Business & other courses.
* **Collaborated on numerous group projects,** including creating and presenting a detailed, 10-year business plan for a new retail store. Earned 4.0 (highest grade possible) for the project.
* **Received grade of "A" for persuasive speech/sales presentation** in Speech course.

## Marketing Internship

Teen AIDS and Harvard Mass Ed. – Fitchburg, MA Sept. 2009 to May 2010

###### Sales & Marketing Director

## Started as a volunteer and hired as an intern for 2 organizations – global AIDS awareness non-profit and a business aimed at assisting high school graduates navigate the college admission process. Utilized sales, leadership, and relationship-building skills to raise funds for the non-profit through direct solicitation and fundraising events. Created Excel spreadsheets to track finances.

* Solicited and successfully garnered auction items from nearly every New England professional sports team, including Boston Red Sox, Celtics, and Bruins. Also **raised $5,000+ in cash donations.**
* Designed and placed print ads that **doubled Mass Ed's customer base within one month.**
* Earned 4.0 (out of a possible 4.0) for the internship.

**Employment**

Country Wood Apartments – Enfield & Vernon, CT May 2009 to Present

###### Grounds & Maintenance Supervisor

Prepared apartments for new tenants and maintained landscaping, plumbing, electrical, pool, and other systems and equipment. Recognized by management as "best employee ever."

Spoleto's Restaurant – East Longmeadow, MA Summer 2008

###### Chef's Assistant

Delivered consistently exceptional customer service. Handled a wide range of duties with professionalism and a positive attitude in a fast-paced environment. Consistently scheduled by management during special occasions based on work ethic and reliability.

Additional experience as a **youth Basketball Coach** for Sara Behn Basketball Camps.