**PATRICIA J. GUST**

**San Francisco, CA 94102**

**email: jazzfemme@gmail.com**

**OBJECTIVE: Researcher or writer in an arts or marketing environment**

**QUALIFICATIONS:**

Marketing degree and business development experience

Research, writing and blogging experience

French language proficiency

**EDUCATION:**

B. S., Marketing, College of Business and Administrative Sciences; Southern Illinois University

Université de Paris-Sorbonne, Paris, France:

French Language and Civilization (2001)

**EXPERIENCE:**

**Document Reviewer and Analyst (2006-Present)**

Review and analysis of documents in English and French languages.

**Writer (2004-Present)**

Freelance writer and blogger.

**Inside Sales Representative, American Automobile Association; Costa Mesa, CA (2002)**

Inside sales position providing insurance sales and member services to customers.

**Regional Account Manager, CompuLaw: Los Angeles, CA (2000-2001)**

Researched law firm databases and contacted law firms to build clientele for prospective users of legal calendaring software programs. Prepared proposals with cost-benefit analyses; tracked marketing progress utilizing Excel, Outlook, and GoldMine.

**Employment Specialist, Community Advocates for Peoples’ Choice: Whittier, CA**

**(1997-1998)**

Researched and developed local employment market by networking at chambers of commerce, municipalities, and industry contacts to promote awareness on behalf of procuring employment for CAPC’s clientele of developmentally disabled adults. Worked one-on-one with clients as job coach to prepare them for job interviews.

**Director of Business Development, Chicago Southland Development, Inc; Chicago Heights, IL (1995-1997)**

Worked in conjunction with municipalities, educational institutions, developers, lending institutions, chambers of commerce, and other agencies to locate potential business and community development, expansion, and retention.