

Student Name

Address

Telephone, Email Address

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**Objective** To obtain an 8-week volunteer internship in the field of Marketing, Finance or Banking and to volunteer my time and energy to gain exposure to Canadian business practices and the English language.

### Work Experience

- Feb 1990-Dec 1994 **Arbor Shoe** Southridge, SC  
*National Sales Manager*
- Increased sales from \$50 million to \$100.
  - Doubled sales per representative from \$5 million to \$10 million.
  - Suggested new products that increased earnings by 23%.
- Jan 1985-Jan 1990 **Ferguson and Bardell** Southridge, SC  
*District Sales Manager*
- Increased regional sales from \$25 million to \$350 million.
  - Manged 250 sales representatives on Western states.
  - Implemented training course for new recruits – speeding profitability.
- Feb 1980-Dec 1984 **Duffy Vineyards** Southridge, SC  
*Senior Sales Representative*
- Expanded sales team from 50 to 100 representatives.
  - Tripled division revenues for each sales associate.
  - Expanded sales to include mass market accounts.
- Jan 1975-Jan 1980 **LitWare, Inc.** Southridge, SC  
*Sales Representative*
- Expanded territorial sales by 400%.
  - Received company's highest sales award four years in a row.
  - Developed Excellence In Sales training course.

### Education

- 1971-1975 **Southridge State University** Southridge, SC
- B.A., Business Administration and Computer Science.
  - Graduated Summa Cum Laude.

**Other Skills** Computer: MS Office (Word, Exel, Power Point, Access)  
Typing: 50 wpm  
Languages: German (mother tongue), English (intermediate), French (conversational)

**Interests** SR Board of Directors, running, gardening, carpentry, computers