

NOTE: Resume Samples are intended to present a broad variety of experiences. You may not have as much direct experience as this student example.

SALLY C. SHELL

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SALES PROFILE

Student-veteran with drive for competitive B2B selling roles. Opted into multiple short-term, project-based experiences to develop sales skills and experience with CRMs.

B2B Sales
B2C Sales
Salesforce

Persuasive Communication
Prospecting
Overcoming Objections

Customer Service
Data Analysis
Social Media

EDUCATION

Bachelor of Science, Business Administration, Colorado State University

December 20XX

Concentrations: **Marketing & International Business**

Certificate: **Business-to-Business Selling**

Relevant Coursework: Business Customer Relationships, Professional Selling, Sales Management, International Marketing, Negotiating Globally

SALES INTERNSHIPS & PROJECTS

Parker Dewey | Remote

April 2022 – May 2022

Independent Consultant | Micro-Internship

Completed 20-hour Micro-Internship charged with CRM data clean-up for entrepreneurial venture in start-up phase based out of Denver, CO

- Scrubbed Salesforce data to remove duplicates, update outdated records, and ensure consistent format
- Verified data integrity to ensure quality and usefulness of prospect database
- Developed best-practice user guide for sales team to maintain consistent records during growth phase

Red Bull Aviator Program

Spring 2020 | Approx. 6 hours

Virtual Experience Program Participant (Facilitated by The Forge)

Took personal initiative to complete 6-hour virtual job simulation developing exposure and practicing hands-on skills related to on-premise sales.

- Computed the compound annual growth rates for Red Bull clients over a five-year period to analyze sales growth for bars, restaurants, clubs, and hotels
- Created a slides presentation to communicate data analysis findings in a clear, digestible way
- Drafted and recorded a convincing sales pitch to encourage clients to purchase Red Bull products for their company and overcome sales objections

EXPERIENCE

U.S. Marine Corps

2014 - 2019

Infantry Squad Leader | 2017-2019

- Trained team of 12 on effectively and confidently working toward rapid-responses in high-stress situations
- Led team through each mission, clearly communicating objectives and debriefing after each mission
- Remained calm in high-stress scenarios to create an example for team members