

Bobbi Business

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OBJECTIVE: Seeking a position at Target as a Management Analyst for the spring of 20XX.

EDUCATION

Bachelor of Science in Business

May 20XX

St. Cloud State University (SCSU) – St. Cloud, MN

- Worked 30 hours a week while attending school full time
- Achieved Deans List for four consecutive semesters
- **GPA 3.9**

Study Abroad Program

January 20XX - May 20XX

Munich, Germany

- Adapted to a new culturally diverse environment while traveling independently and in groups
- Learned valuable lessons on international business and the German culture while diversifying experience

PROFESSIONAL EXPERIENCE

Customer Service Supervisor, Cellular Connections – St. Cloud, MN

July 20XX – Present

- Organize and motivate a sales team of 10 employees by providing sale commissions and end of year bonuses, thereby helping generate annual sales of \$1.5 million
- Improve customer service skills while identifying and meeting customers' needs for wireless service to achieve a sales quota
- Exhibit good leadership skills while coaching staff on selling skills and products using demonstrations and practice sessions which led to a 2.5% increase in sales after 1 week
- Promoted to management trainee program after 11 months of demonstrating outstanding service

Marketing Intern, 3M – St Paul, MN

August 20XX – May 20XX

- Developed team working skills while collaborating in a cross-functional team assisting in product development and brand management
- Gained management skills while handling the Category Line Review database to maintain accurate product margins, and cost
- Presented new ideas to the packaging team to help in the selection of appropriate graphics and package dimensions
- Improved detail oriented skills by conducting cost-benefit analysis of promotion campaigns to identify various payout scenarios

ACTIVITIES AND ACHIEVEMENTS

Treasurer, Husky Growth Fund, SCSU

September 20XX – Present

- Displayed marketing skills by being one of 15 students selected to manage a \$100,000 Growth Fund
- Research securities information through various online resources and market prospective worthy securities to incorporate into the portfolio

Recipient, Target Case Study Competition, SCSU

April 20XX

- One of only four students awarded \$1,000 for successfully preparing and presenting strategies to help Target meet its changing demographic needs
- Fluent in English and German