

Career Transition

Vincent Sample

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PROFESSIONAL PROFILE

- Advanced training in Marketing Strategies and Advertising Sales.
- Recipient of over three dozen sales awards for outstanding work performance.
- Extensive experience in developing and implementing advanced strategic marketing plans.

EDUCATION

MBA **Governors State University** - Graduation, Expected December 2009

Deans Honor Roll (G.P.A. 3.88) April 2008

B.S. **Northern Illinois University**-Business Administration/ Marketing

Scholastic Achievement Award (N.I.U.)

HONORS AND AWARDS

- Recipient of National Sales Award
- Merit Award Top Ten Shipping Performance (over two dozen)
- Ranked fifth out of 300 Sales Representatives both local and regional
- Recipient of Top Shipping Award - 2007

SALES AND MARKETING EXPERIENCE, (2001- Present)

Davidson Motors
Orland Park, Illinois

Smith Insurance Brokers
Orland Park, Illinois

Manning Office Supplies
Orland Park, Illinois

Carey Business Equipment
Glenwood, Illinois

Sample Real Estate and Insurance
Chicago Heights, Illinois
President

- Developed and implemented marketing and advertising strategies.
- Managed day-to-day operations of active on-going sales relations and client development to increase daily efficiency goals.
- Trained new sales personnel as high achieving salespeople in all facets of marketing and management strategies.
- Exhibited and demonstrated excellent team builder skills through motivational presentations and group activities.

PROFESSIONAL ORGANIZATIONS

American Marketing Association

PROFESSIONAL LICENSES

Real Estate Brokerage

Insurance Brokerage

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MARKETING /M.I.S. COURSE PROJECTS

Team Builder- Management Information Systems (Fall 2007)

- Designed case study organization with information systems based on a staff of ten employees.
- Teamed with staff to create relational database to ensure referential integrity.
- Developed database management system used company wide through all staff levels.

Team Leader- Marketing Buyer Behavior (Fall 2006)

- Employed skills in advanced treatment of motivation perception, demographics, buyer research through intensive marketing techniques.
- Emphasized central concepts and methods of buyer behavior.
- Utilized models of buyer behavior, consumerism and public policy in group presentations.
- Classified new product development and planning procedures, sales engineering, pricing practices, and promotion applications.

Team Builder-System Analysis and Design (Winter 2006)

- Designed, developed and implemented data flow diagrams and entity relationship diagrams for multiple department usage.
- Studied advantages and disadvantages of systems development life cycle.
- Utilized various CASE tools and project management software, Visual Basic and Visible Analyst to accurately forecast annual figures.

Team Member-Strategic Marketing (Winter 2005)

- Implemented competitive marketing strategy and analysis through a multi-media ad campaign.
- Designed new products and positioned existing products; established price, promotion, advertising, sales force, and research & development policy.
- Initiated strategic marketing plans and evaluated brand strategy and target markets.

SOFTWARE SKILLS

Microsoft Access, Excel, PowerPoint, Word

LANGUAGES SPOKEN FLUENTLY

English, Spanish, and Italian