Brian Smith

801-555-1212

briansmith987@mail.com

123 W 4567 S

Murray, UT 84404

TECHNOLOGY SALES

Motivated, personable business professional with six years of sales experience and advanced technical training. Talent for quickly mastering technology. Diplomatic and tactful. Accustomed to handling sensitive and confidential records. Able to maintain composure under pressure, with a demonstrated ability to thrive in deadline-driven environments.

EDUCATION

**BACHELOR OF ELECTRICAL AND COMPUTER ENGINEERING**

University of Utah, Salt Lake City, UT Anticipated: May 2013

* 3.38/4.0 GPA while working full-time
* Smith Johnson Technology Fellowship Recipient

EXPERIENCE

SALES ASSOCIATE 2009 - 2012

Frederickson Jewelers, Ogden, UT

* **Completed** **extensive training in sales** and customer service.
* **Accomplished sales goals** within the allotted time and with proven results.
* **Created a marketing plan** to help move older product in the store.
* **Commended for excellent consultative sales and customer service skills** on performance reviews.

TERRITORY / ROUTE MANAGER

Speed Way Distributing, Ogden, UT 2007 - 2009

* **Maintained strong client relationships** while servicing accounts.
* **Developed and implemented strategic marketing plans** to target and develop new accounts.
* **Set up new delivery route expanding to over 120 stores** in the first four months.
* **Conducted weekly sales meetings** and presentations.

**DEPARTMENT MANAGER**

Wal-Mart, Riverdale, UT 2003 - 2006

* **Coached and trained up to 40 sales associates**.
* **Responsible for merchandising**, resetting modular displays for maximum sales.