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Merrillville, IN

EDUCATION

Master of Business Administration (MBA), Marketing

Indiana University Northwest, United States, Gary, IN

2022 - 2024

- GPA:** 3.8/4.0
- Relevant Coursework:** Sales Management, Marketing Strategy, Consumer Behavior, Financial Analysis
- Capstone Project:** "Developing an Integrated Sales and Marketing Strategy for a Regional Retail Chain"

Bachelor of Science (BS) in Business Administration

Purdue University Northwest, United States, Hammond, IN

2018 - 2022

- GPA:** 3.9/4.0
- Honors:** Summa Cum Laude, Dean's List (all semesters)
- Relevant Coursework:** Principles of Marketing, Business Analytics, Corporate Finance
- Senior Thesis:** "The Impact of E-commerce on Traditional Retail Sales"

SKILLS

- Sales Strategy Development
- Market Research and Analysis
- Customer Relationship Management
- Digital Marketing
- Sales Presentations
- Team Collaboration
- Communication

HOBBIES

- Traveling
- Photography
- Reading

MARGARET JONES

SALES DIRECTOR ASSISTANT

PROFESSIONAL SUMMARY

Recent MBA graduate with strong academic background and practical experience in sales and marketing. Seeking an Assistant Sales Director position to leverage skills in sales strategy, customer relationship management, and team collaboration to drive business growth and achieve company goals.

EXPERIENCE

- June 2023 - August 2023

Sales Intern

Tech Innovators Inc. / United States, Chicago, IL

- Conducted market research and competitor analysis to identify new business opportunities.
- Supported the sales team in managing customer relationships and addressing client inquiries.

- June 2022 - August 2022

Marketing Intern

Retail Solutions Group / United States, Merrillville, IN

- Analyzed customer feedback and market trends to inform marketing strategies.
- Developed content for social media platforms, increasing engagement by 20%.

VOLUNTEERING

- June 2022 - Now / Habitat for Humanity, Gary, IN

Volunteer Coordinator

- Organize and lead volunteer groups in building and renovating homes for families in need.
- Coordinate logistics and materials for construction projects.
- Engage with community members and promote volunteer opportunities through local events and social media.

- Fitness