

# William K. Smith

---

1235 West Salem Rd., Englewood, WI 54666  
wksmith@realmail.com, 608 798-XXXX

---

**OBJECTIVE** Seeking a pharmaceutical sales position.

**QUALIFICATIONS**

- Excellent communication skills developed through extensive sales and customer service experience
- Able to work equally well independently or as a member of a team
- Goal oriented
- Outgoing personality

**EDUCATION** **Bachelor of Science with Honors, December, 20XX**  
University of Wisconsin-La Crosse

- **Marketing Major**
- **Psychology Minor**
- Overall GPA: 3.65
- Major GPA: 3.55

**EXPERIENCE** **Sales Consultant, Casey Water Filtration Systems**  
La Crosse, WI, May, 20XX - present

- Successfully sold water filtration systems for installation in new and existing homes
- Developed sales leads and initiated contacts with cold calls
- Recognized as top sales person in district in three successive quarters
- Trained new sales staff on product information

**Telephone Sales Consultant, Regional Newspapers, Inc.**  
Independence, WI August, 20XX -May, 20XX

- Assisted customers with purchase of classified and display advertisements
- Provided customers with ideas on how to sell their merchandise through newspaper advertisements
- Assisted with in-bound Circulation Department customer calls as needed

**INVOLVEMENT** **American Marketing Association, 20XX -present**  
Chapter Vice President, 20XX -20XX  
Special Events Coordinator, 20XX -20XX  
**UW-La Crosse Men's Rugby Team, 20XX -20XX**  
Co-Captain, 20XX -20XX  
**Friendship Program Volunteer, 20XX -20XX**  
**Children's Museum Volunteer, 20XX -20XX**

**REFERENCES** Available on request