

WILLIAM K. SMITH

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Englewood, WI 54666
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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