

CHRIS SMITH

123 Oak Street, Chicago, IL 60620

chrissmith@xxxxx.com

EDUCATION

Bachelor of Science in Business, Marketing, Emphasis: Sales

3.1/4.0 GPA

Eastern Illinois University, Charleston, IL

May 20xx

- Coursework includes: Professional Sales, Advanced Sales, Sales Management

RELATED EXPERIENCE

Schering-Plough Pharmaceuticals

Chicago, IL

Pharmaceutical Sales Intern

Summer 20XX

- Worked with a team of five sales representatives, participating in weekly meetings to discuss S-P and competitors' product line, purchasing trends, and pertinent medical research findings
- Obtained commitments from physicians to prescribe products
- Maximized sales and market share growth
- Educated physicians, pharmacists, nurses, and other office staff about S-P products
- Generated new leads and developed new business opportunities in conjunction with colleagues (sales, managed care, and marketing)

EMPLOYMENT EXPERIENCE

University Health Services

Charleston, IL

Pharmacy Technician

August 20xx-Present

- Receive customer orders, refill prescriptions, handle payment operations
- Consult with customers and physicians regarding medications
- Record customer data on Pyramid database program

Banana Republic

Chicago, IL

Sales Associate

Summer 20xx

- Maximized sales growth of merchandise
- Assisted customers with merchandise selection and orders

ACTIVITIES

Marketing Honor Society, Vice President of Membership

Delta Sigma Pi Co-Ed Business Fraternity, Vice President of Professional Activities

Multicultural Student Caucus

COMPUTER SKILLS

Microsoft Office Suite, ACT Database