

John A. Doe

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EDUCATION

University of Central America <i>Bachelor of Science in Finance</i>	City, State/United States May 2017
Community College <i>Associates in Arts</i>	City, State/United States May 2015

- **GPA:** 3.42 / 4.0
- **Honors:** Deans list, Presidents List
- **Relevant Coursework:** Finance, Accounting for Decision Makers, Quantitative Business Tools

WORK & LEADERSHIP EXPERIENCE

REIT in the South <i>Incoming Summer Analyst</i>	City, State 06/2016 – 08/2016
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Current job <i>Major Appliance Sales Specialist, MASS</i>	City, State 10/17/14 – Present
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- Selected to pioneer the launch of M.A.S.S program
- Led sales team in first quarter of launch to 130% YOY Comp
- Engaged store employees to cultivate a fluid partnership with MASS leading to a 12% increase in small appliance protection sales
- Created new sales logging file which increased floor productivity allowing for more sales time

Camp Job <i>Head of Football, Inter Boys</i>	City, State 06/14/15 – 08/25/15
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- Counselor of the Year

Logistics Company <i>Sales Manager</i>	City, State 05/23/12 – 06/10/14
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- Modernized sales tracking procedures with excel leading to an increase in sales forecast accuracy
- Analyzed variance between lead time of sales and close rates based on time and resources; implementing a follow up protocol that increased close rate by 20%
- Developed strategy for marketing to new prospective clients; resulting in increased sales leads from local businesses and organizations

XXX Young Investors Club <i>Vice President</i>	City, state 08/15 – Present
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- Engage in derivative trading for club
- Coordinate club activates and campus outreach efforts
- Actively Recruit new members: largest ROS in the college
- Organized and led weekly market analysis and information sessions

SKILLS, ACTIVITIES & INTERESTS

Interests: Weight Training, Technology, Politics, M&A