

# RYAN SAMPLE

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## **EDUCATION**      **UNIVERSITY AT BUFFALO, THE STATE UNIVERSITY OF NEW YORK**

Master of Business Administration, expected May 2015

**Marketing** and Finance concentrations

**LeaderCORE**, expected certification spring 2015

- Selected to participate in two-year leadership development program, focusing on core management competencies such as communication and strategic thinking.

## **BOSTON COLLEGE**

Bachelor of Arts in History, Minor in English, May 2010

GPA 3.6/4.0

## **EXPERIENCE**      **FISHER-PRICE**, East Aurora, New York

**Marketing Intern**, 06/2013 - Present

- Work in a cross-functional team assisting in product development and brand management
- Manage the Category Line Review database to maintain accurate product margins, costs, and other financials
- Conduct cost-benefit analysis of promotion campaigns to identify various payout scenarios
- Present new products to the packaging team to help in the selection of appropriate graphics and package dimensions

## **CELLULAR CONNECTIONS**, Buffalo, New York

**Customer Service Supervisor**, 05/2011 – 06/2013

- Managed and motivated a sales team of 10 employees, generating annual sales of \$ 1.5 million and addressing the concerns of close to 25,000 cellular customers
- Identified and met customers' needs for wireless service consistently fulfilling a sales quota
- Coached staff on selling skills and products using demonstrations and practice sessions
- Promoted to management trainee program within 11 months after demonstration outstanding service as customer service representative

## **ABC MEDICAL SUPPLIES**, Boston, Massachusetts

**Sales Representative**, 02/2010 – 05/2011

- Targeted and promoted medical equipment to home health organizations and hospitals
- Developed and implemented individual and team strategies to achieve profitability goals

## **PAYLESS SHOESOURCE**, Boston, Massachusetts

**Sales Associate**, 05/2008 – 01/2010

- Offered customers assistance in locating store merchandise and accurately processed sales transactions
- Assisted with weekly in-store sales promotions set-up and inventory audits

## **COMPUTER SKILLS**

Microsoft Excel, Access, PowerPoint, Word, FrontPage, SPSS

## **LANGUAGE SKILLS**

Fluent Russian

## **ACTIVITIES**

Volunteer, American Cancer Society  
Captain, Intramural soccer team

Permanent Resident – Eligible to work in the US