

Sam Jones

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EDUCATION

University of Minnesota Crookston
Bachelor of Science in Management
Minor: Finance

Crookston, MN
May 20XX
GPA: 3.26

DAVENPORT UNIVERSITY
Associate of Arts and Sciences

Grand Rapids, MI
May 2022

WORK EXPERIENCE

National Service Group
Branch Manager

Eagan, MN
May 20XX - September 20XX

- Developed and executed a strategic marketing plan aimed at maximizing revenues through excellent customer service and proper sales techniques, resulting in over \$62,000 in revenue
- Established hiring, training, and development procedures for over 20 employees to ensure each employee provided an image and service consistent with company expectations
- Trained and managed a marketing team of 10 employees whose leads produced over 70% of total revenue
- Collaborated with potential clients daily to understand their needs and develop flexible solutions for each individual, producing 25 exterior paint jobs.

Buffalo Wild Wings Bar & Grill
Cashier

Janesville, WI
August 20XX - May 20XX

- Greeted customers in a friendly and professional manner to enhance the customer experience and encourage repeat business, helping the store increase sales by 15%
- Collaborated with around ten coworkers each shift to ensure that daily tasks were completed in a timely manner

VOLUNTEER EXPERIENCE

St. Jude's Children's Hospital
Event Staff

Minneapolis, MN
January 20XX- Present

- Raised over \$3000 through creative marketing techniques including Instagram reels and email campaigns to maximize charity event ticket sales
- Brainstormed and developed event ideas to support the hospitals' initiatives to raise awareness and funds for children's cancer research

LEADERSHIP & INVOLVEMENT

Fraternity
Active Member

Crookston, MN
January 20XX - Present

Collegiate DECA
Member

Crookston, MN
September 20XX - Present

Auggie's Quest
Participant

Minneapolis, MN
February 20XX - May 20XX

SKILLS

Technical Skills: Microsoft Excel, Google Suite, R Studio, Adobe Photoshop

Languages: Conversational Spanish

AWARDS

- Eagle Scout Award (August 2019)