

Chris Smith

Until December 15, 2003
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CAREER OBJECTIVE To utilize my marketing knowledge in an industrial sales position that will lead to sales management

EDUCATION **Bachelor of Arts**, December 2003
Northern Illinois University, DeKalb, IL
Major: **Economics** Minor: **Psychology**
GPA: 2.9/4.0

University of Florida, Gainesville, FL
Two semesters, 1999-2000

EXPERIENCE **Leo Burnett Company**, Chicago, IL, Summers 2002-2003
Tabulated consumer questionnaires and developed computer coding system for market survey. Worked closely with several departments to assure accurate survey results.

BellSouth, Gainesville, FL, Summers 2000-2001, part-time
Assisted in the editing and proofreading of lab reports. Collected and compiled data from professional journals for technical staff.

Ace Hardware Store, Archer, FL, 1999-2000.
Worked in all departments in sales, customer service, and inventory control positions. Designed local print advertising and coordinated ad placement with publishers.

COMPUTER SKILLS Microsoft Word, Excel, Power Point, Publisher; SAS, Eudora, HTML, QuickBooks Pro

ACTIVITIES Golden Key National Honor Society
Pi Sigma Epsilon (Professional Sales and Marketing Organization).
Program chairman, 2001-2002. Scheduled seven employer presentations, four company visits, and three faculty/employer panel discussions.
NIU Ski Club

SALES